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HEMIST AND DRUGGIST

JULY 29 1967



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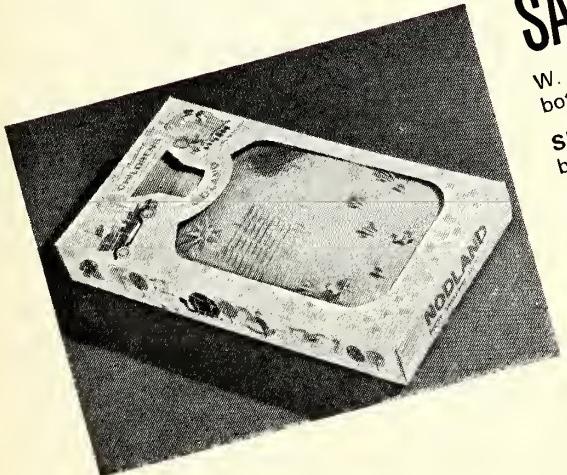
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INDEX TO ADVERTISERS

Aerosmoke Ltd.	Price List	6
Albion Soap Co. Ltd.	4	
Approved Prescription Services Ltd.	Int. in Edit	8
Askit Ltd.	13	
Ayrton Saunders & Co. Ltd.	Int. in Edit	7
Brandt, R. & Co. (Mfg.) Ltd.	4	
British Dyewood Ltd.	Cover iii	
Brown, N. C. Ltd.	Cover iii	
Burrough, James Ltd.	4	
Burroughs Wellcome & Co.	Price List	1
Chelsea Drug & Chemical Co. Ltd.	Price List	6
Counterpoint Store Equipment Ltd.	5	
Cox, Arthur H. & Co. Ltd.	6	
Gibbs Proprietaries Ltd.	Int. in Edit	12
Lenbrook Laboratories Ltd.	Int. in Edit	10, 11
Lombard Banking Ltd.	Int. in Edit	7
Middlehurst Ltd.	13	
Photo Laboratories (London) Ltd.	Cover iii	
Progress Shaving Brush (Vulfix) Ltd.	4	
Pyser-Britex (Swift) Ltd.	6	
Rexall Drug Co.	Cover iv	
Sangers Ltd.	94	
Savage & Parsons Ltd.	Int. in Edit	9
Scherer, R. P., Ltd.	Cover ii	
Smith & Hill (Chemists) Ltd.	13	
Southall (Sales) Ltd.—Serene	2, 3	
Vestrice Ltd.	Front Cover	

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*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 188

July 29, 1967

No. 456

CONTENTS

A Northern Tablet Maker Expands	...	92
Confectionery Price Maintenance Ends	...	92
Conference Venue 1967	...	104
Correspondence	...	98
Hair Product Packs and Displays	...	106
Health Expenditure in the Republic	...	92
Holography	...	102
Leading Articles:		
Goods Delivered When the Shop is Shut	...	99
Entitlement to Redundancy Payments	...	99
New Products and Packs	...	98
"Open Shop"	...	101
Out of Hours Delivery Service	...	93
Pharmaceutical Society of Ireland: Council Meeting Concluded	...	100
Topical Reflections	...	91

HAIR CARE SUPPLEMENT

Contents on p. 1 of loose insert

Animal Health	...	98	Legal Reports	...	...	95
Any Business Questions?	99		Marriages	...	...	95
Business Changes	94		New Books	...	...	100
Coming Events	...	109	Patents	...	...	108
Commercial Television	110		Personalities	...	...	95
Company News	94		Prescribers' Press	...	...	110
Contemporary Themes	110		Print and Publicity	...	...	108
Deaths	...	95	Starpacks	...	...	103
Equipment & Accessories	109		Trade Marks	...	...	108
In Parliament	...	93	Trade Notes	...	...	97
Instruments & Apparatus	110		Trade Report	107

Index to Advertisers p. 4 Classified Advertisements, p. 15

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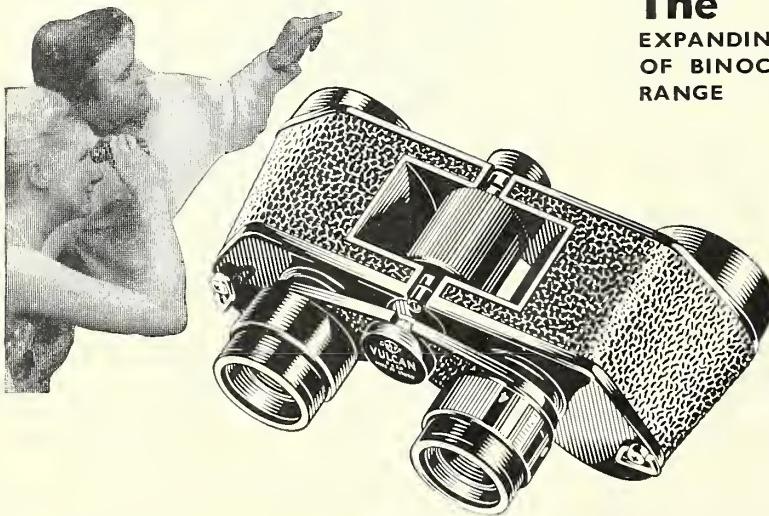
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C&D CHEMIST AND DRUGGIST

Volume 188

JULY 29, 1967

No. 4563

R.P.M. on Cosmetics HEARING DELAY PLEA REJECTED

An application for the postponement of the final hearing of a reference under the Resale Prices Act concerning cosmetics, toilet preparations and related classes of goods was rejected by the Restrictive Practices Court on July 21.

The date for hearing the case thus remains April 29, 1968. Mr. Jeremy Lever, for the respondents, said he was asking for a substantial postponement—to the Michaelmas term—with the exchange of proofs between the parties at the end of July. He referred to the difficulties of the respondents and said: "In some references one is fortunate enough to have a large client with an economics department and a statistics department who is able to provide one with a good deal of the statistical information without which, generally speaking, it has been found impossible to conduct any proceedings in this court." He said there were forty-three respondents in the reference, none of them having any sort of economics or statistical department. They had a trade association "but it could supply substantially no statistics—it was not that sort of association." He said that most of the respondents did not know each other and they had come together solely for the purpose of contesting the reference. The only common factor was that they were registered suppliers of a collection of goods, "otherwise some had very little in common with each other." Each of the respondents had their own interests and commercial situation and the position was further complicated by the fact that some of them were substantially controlled from overseas—"the taking of instructions is indeed a formidable task," he added. Mr. R. A. Barr, for the Registrar of Restrictive Trading Agreements, opposing the application, said the notice of reference was issued in April 1965. The Registrar saw no reason why both sides should not be ready by April. In particular he objected to the proposed postponement to the Michaelmas term because there were other cases in the pipeline. Mr. Lever replied that it was his view that it would not be possible properly to prepare a case in the eight months available. [A decision in the first case to be heard by the Restrictive Practices Court under the Resale Prices Act was given on July 25, (see p. 92).]

Drug Tariff

TULLE AND TABLET ADDITIONS

ADDED to Part VI of the Drug Tariff with effect from September 1 are betamethasone and neomycin tulle, 10 cm. x 10 cm. (tin of ten) and neomycin and zinc bacitracin, 10 cm. x 10 cm. (tin of ten). The entry for betamethasone and neomycin tulle will cover the supply of Betnovate-N tulle, and the entry for neomycin and zinc bacitracin will cover the supply of neobacarin tulle (neither should be supplied until September 1). Added to Part VA of the Tariff are the following tablets now available under their official title:—imipramine tablets B.P. 25 mgm.; oxytetracycline tablets B.P. 250 mgm.; phenylbutazone tablets B.P. 100 mgm.; phenylbutazone tablets B.P. 200 mgm. The entries in Part VB indicating that the tablets are available only as proprietary products will be deleted. Contractors will be informed officially of the changes in the July quarterly list of revised prices and amendments.

Packaging in Glass

NEW CODE OF STANDARDS

THE British Standard Packaging Code section covering glass packaging has been revised. The new version BS 1133: Section 18: 1967—Packaging Code. Section 18. Glass containers and closures—covers all kinds of packaging in glass and incorporates developments in the techniques of manufacturing glass during the twelve years since the last edition of the section. It takes account of the industry's ability to produce thinner and therefore lighter containers which are still strong enough for their job. That change and its effects on the choice and use of glass containers are reflected throughout the revision. In respect of closures for glass containers, developments in the plastics industry since the last edition are incorporated and a table has been included to indicate the characteristics—such as resistance to high and low

temperatures, to acids and alkalis, to detergents—of the various types and grades of plastics materials suitable for closures. Standard units given in the revision are metric, but British equivalents are also given. Copies may be obtained from the B.S.I. Sales Office, 101, Pentonville Road, London, N.1 (price £1 each, postage 2s. extra to non-subscribers).

Prescription Pricing

ON-COST FOR PRE-JULY DISPENSING

THE Ministry of Health has agreed that the rate of on-cost certified for payment for prescriptions dispensed before July 1 will be 13 per cent. says the Central N.H.S. (Chemist Contractors) Committee in a letter to contractors. In order to ensure that the Pricing Bureaux allow the correct rate of on-cost on the prescriptions the relevant forms E.C.10 and E.C.14 should be sorted into a separate bundle when submitted for pricing.

Pharmaceutical Society

TWO NEW ASSISTANT SECRETARIES

TWO assistant secretaries have been appointed to the staff of the Pharmaceutical Society of Great Britain. They are Mr. Raymond Dickinson (deputy general manager, Mawson & Proctor Pharmaceuticals, Ltd.); and Mr. John Ferguson (deputy secretary, National Pharmaceutical Union). Mr. Dickinson, aged thirty-three, qualified in 1955, having studied at Sunderland Technical College. He joined Mawson & Proctor Pharmaceuticals, Ltd., in 1957 and was appointed deputy general manager in 1959. Two years ago he was named director and superintendent of Mawson & Proctor, Ltd., retail chemists. Mr. Dickinson was assistant secretary of the Society's Northumbrian Branch,



Mr. J. Ferguson.

Mr. R. Dickinson.

1960-1962, and secretary, 1962-1964. He was a member of the Council of the Pharmaceutical Society from 1964 until the last election. In 1966 he was one of the first applicants to be awarded a Winston Churchill travelling fellowship. This enabled him to visit the United States for three months to study the application of computers to pharmaceutical wholesaling. Mr. Ferguson qualified in 1957 from the Royal Technical College, Glasgow. He was appointed superintendent pharmacist for R. W. Leedale and Co. (Doncaster), Ltd., in 1959. He served as secretary of the local Pharmaceutical Committee, and was vice-chairman of the Doncaster Branch of the Society (1961-1962). Now aged thirty-two, Mr. Ferguson joined the N.P.U. executive staff in 1962, and was appointed deputy secretary in January 1965. The appointments are to be taken up in the early autumn.

Strathclyde University

PHARMACEUTICAL RESEARCH GRANTS

AMONG research grants totalling £41,340 received by the University of Strathclyde, Glasgow, are the following to the department of pharmacy: From the Science Research Council to Professor P. H. Elworthy, £2,773 for the purchase of a membrane osmometer for use in connection with studies on the treatment of peptic ulcers. From Glaxo Research, Ltd., to Professor P. H. Elworthy, £2,250 over three years for research and development of new methods of causing insoluble drugs to disperse into fine particles. From the Marie Curie Foundation to Professor J. B. Stenlake, £2,225 for the purchase of a gas liquid chromatography apparatus to facilitate metabolism studies in collaboration with Dr. Govan of Glasgow Royal Maternity Hospital, on synthetic steroid hormones which may be of value in the treatment of uterine cancer. From the Science Research Council to Dr. D. Ganderston, £1,923 for studies on the relationship between the dissolution rate of a drug from a tablet, in relation to the method of preparation, the physical nature of the drug and the effects of excipients. From the Science Research Council to Professor J. B. Stenlake, £1,600 for the purchase of a circular dichroism attachment to existing equipment, to enable a study to be made of more refined methods for examining and controlling the purity of drugs in common use. From the Medical Research Council to Professor W. C. Bowman, £850 for research into the origin of fibrillation in chemically-denervated skeletal muscle. From Vick International to Professor P. H. Elworthy, a recurring annual grant of £550 to support work on the physical stability of emulsions and similar pharmaceutical systems.

Agricultural Chemicals

NO DEATHS REPORTED

NO deaths of agricultural workers from accidental exposure to agricultural chemicals were reported between October 1, 1965 and September 30, 1966 states the Report on Safety, Health, Welfare and Wages in Agricul-

ture (H.M. Stationery Office, price 2s. 3d.). The Ministry of Agriculture, Fisheries and Food received and investigated thirteen reports of illness or injury among workers. They included four cases of eye injury from splashes which caused only minor damage and one of chemical burns of the face and eye which resulted in blurred vision for several weeks. Of the five cases of dermatitis reported, two were ascribed to existing skin complaints or wounds and one which occurred annually was thought to have been caused by allergic reaction to a certain chemical. The remaining two cases of dermatitis caused by skin contact were the result of a splash from a knapsack sprayer and careless handling under unsuitable working conditions, two cases of illness suspected of having been caused by the inhalation of chemical mist or fumes were reported; both were attributed to nervous allergic reaction and probable heatstroke. One other case of accidental skin contact was reported but, due to prompt and correct action taken by the worker, no ill-effects or symptoms developed.

Advertised Analgesics

"FOCUS" CRITICISES SOME CLAIMS

ADVERTISED claims for Anadin, Aspro and Phenac are criticised in the August issue of *Focus* published by the Government-sponsored Consumer Council. Anadin's claim to relieve "tense nervous headaches" is said to be in the list of conditions for which the United States Food and Drug Administration say analgesics should not be advertised. From the Aspro advertisement addressed to rheumatism sufferers that "new Aspro contains a special anti-inflammatory pain reliever," *Focus* assumes that it included some special ingredient different from old Aspro for use with rheumatic pains. Quoting *The Practitioner* that aspirin has anti-inflammatory properties when twelve or more tablets are taken daily *Focus* says: "This advertisement goes too far." Aspro is also taken to task for not bearing a warning that the patient should see a doctor if pain is not relieved and Phenac, which carries such a warning, is criticised for its claim to "stop the pain fast, lift the depression and release the tension too." The article ends "Aspirin and similar drugs are useful pain killers," and asks "Is it really necessary to advertise and sell them like this?"

Design Data Memoranda

A NEW SERVICE FOR INDUSTRY

FIRST of a series of "Design Data Memoranda" in chemical engineering sponsored by the Institution of Chemical Engineers have recently been published. They are intended to reduce duplication of effort by companies in the chemical engineering field by providing a pooled source of non-confidential, but necessary information. The project, which has received initial support from the Ministry of Technology, is intended eventually to be self-supporting and is an extension of a similar scheme carried out by the Royal Aeronautical Society, which is

providing technical and ancillary services. Titles available to date are:— 66024, Approximate Data on the Viscosity of Some Common Liquids (prepared by the Institution of Mechanical Engineers and sponsored by the Institution of Chemical Engineers) (price £1 1s.); 67016, Heat Transfer in Tubes—(Correlations for Fully-developed Turbulent Flow) (price £1 5s.); 67030, Thermal Conductivity of Liquid Alcohols (price 9s.); 67031, Thermal Conductivity of Water Substance (price £1 8s.). Publishers are Engineering Sciences Data Unit, 4 Hamilton Place, London, W.1.

Synthetic Pyrethrins

OPTIONS FOR AMERICAN COMPANIES

THE National Research Development Corporation has entered into option for licence agreements with two American companies—F.M.C. Corporation and S. B. Penick & Co. for the development of new potentially important synthetic compounds related to natural pyrethrins. The compounds were discovered by Dr. M. Elliott and his colleagues at Rothamsted Experimental Station, Harpenden, Herts. Most promising of them is 5-benzyl-3-furylmethyl (\pm) *cis-trans* chrysanthemate (NRDC 104), which is many times as active as natural pyrethrin against a number of insects. The options entitle the companies to certain manufacturing and marketing rights under N.R.D.C. patents which are expected to be issued in North, Central and South American countries. N.R.D.C. has already announced option agreements in Great Britain and Japan.

Blackpool Conference

SYMPOSIUM SESSION CHANGE

SUBJECT of the symposium session at the British Pharmaceutical Conference, Blackpool, on September 15 has been changed to "The Microbiological Quality of Topical Preparations in Pharmaceutical Practice." Speakers will be Drs. J. A. Savin, M.A., M.B., B.Chir., M.R.C.P., and H. S. Bean, Ph.D., B.Pharm., F.P.S. A list of scientific papers to be read at the Conference will be published shortly. The Blackpool Local Committee has announced that, though there might be some difficulty in obtaining "single rooms, grade C," it is still possible for them to accept bookings for the Conference. Applications should be submitted not later than August 15.

IRISH NEWS THE NORTH

New Pharmacists

BELFAST PRESENTATION

TWELVE newly qualified pharmacists were presented with their licence certificates by the president of the Pharmaceutical Society of Northern Ireland (Mr. A. T. Hardy) at a ceremony in Belfast recently. Mr. Hardy spoke of the duties and responsibilities of pharmacists and wished the recipients well in their careers. Mr. D. G. McHale proposing a vote of thanks, declared that with the advent of the degree course pharmacy was entering a new era.

NEWS IN BRIEF

THE index of retail prices in June was 119·9 (January 1962=100) compared with 119·4 in May.

THE Ministry of Technology has produced a second and revised edition of "Changing to the Metric System" (H.M. Stationery Office, price 4s. 6d.).

THE Royal Commission on Trade Unions and Employers' Associations took oral evidence from representatives of Kodak, Ltd., on July 25. Written evidence has been submitted.

ASCARIASIS has been chosen by the World Health Organisation as a test case to establish whether large-scale control of helminthic diseases is possible. A consideration has been the availability of an acceptable and effective drug treatment—piperazine.

CHARGES for treatment would damage the National Health Service, perhaps irreparably, the Minister of Health (Mr. Kenneth Robinson) told a political meeting in Cambridge on July 22. Payments would expand the private sector—at present about 2 per cent. of the whole—and any large expansion could only be at the expense of the public sector, he said.

DESPITE the economic "freeze," manufacturers' deliveries of scientific measurement instruments rose to a total of £231,926,000 in 1966, a 5 per cent. increase on the 1965 figures. Exports rose 9·1 per cent. to £68·971 m., according to the annual report of the Scientific Instrument Manufacturers' Association. Mr. W. H. Storey (managing director, Unicam Instruments, Ltd.), has been elected President of the Association.

THE process of dipping bulbs in organomercury compounds should take place only in premises registered under the Factories Act, the Agricultural Departments of Great Britain warn employers. Agricultural workers handling containers and bulbs after treatment with organomercury compounds are advised that they should wear rubber gloves and should wash hands and exposed skin before eating and smoking and after work.

SPORT

GOLF

EDINBURGH CHEMISTS' GOLF CLUB. An outing was held over Gullane golf course recently. Results: Asco tankard, J. A. Stenhouse (15), 67. Best scratch score, tie, A. E. Graham and J. A. Smith, 79. No. 1 Section, R. R. Jeffrey (16), 68. No. 2 Section, J. Liddell (20), 70; M. Mehan (17), 70.

LONDON CHEMISTS' GOLFING SOCIETY. Captain's Day was held at Sudbury golf club on July 12 in ideal golfing weather. Results: (Medal) Captain's prize, P. J. Thorpe (15), 72. Burgoine cup, S. M. Hutchinson (10-1), 74. (Stableford) Butler & Crispe prize, W. N. Cockburn (10-2), 35 points. In the evening members and their ladies attended a champagne buffet supper given, for the second successive year, by Mr. David Spier (captain).

LOCAL OFFICERS

PHARMACEUTICAL SOCIETY BRANCHES

Warrington.—Chairman, C. Procter; Treasurer, R. P. Magnall; Secretary, B. K. Barker, 75 Fairfield Road, Stockton Heath, Warrington, Lancs.

TOPICAL REFLECTIONS

By Xrayser

Technicians in pharmacy

Dr. J. Chilton is to be commended for the thorough manner in which he has examined the question of the training and status of the pharmacy technician (p. 82) and the Scottish Department Executive for its enterprise in having the matter publicly discussed at the annual meeting of members resident in Scotland. The speaker was correct in approaching the subject from its historical beginnings, for without that background it is impossible to get things into proper focus, and though, as he stated, the Pharmaceutical Society had shown some interest in assistants as long ago as the 1860's, it is perhaps not fully appreciated that the Chemist and Druggist—the man, not the journal—was permitted only associate membership of the Society until 1898. He was very much a "minor," and the description continued to be used for many years thereafter. There seems little doubt that the instituting of one single register some few years ago, with the constantly rising standards of qualification, left a gap, and that gap was immediately recognised to exist and attempts were made to fill it. But so many factors enter into the situation that is difficult to enumerate more than a few. There was, for example, the introduction of the National Health Service, which compelled many doctors to cease dispensing, with the inevitable result that considerable numbers of those who held the certificate of the Society of Apothecaries found it necessary to seek new pastures. The position was further complicated by educational developments inside pharmacy which extended the academic course and finally abolished the apprenticeship as it had existed for so many years. Thirty or forty years ago the pharmacy was staffed largely by those who had chosen pharmacy as a career, and who had an objective in view. In the larger pharmacies there might be two or more apprentices and perhaps, in addition, one or more who had finished that period of training and were marking time before proceeding to a school of pharmacy by taking employment as unqualified assistants. Their position was quite well-defined, and they had committed themselves, for better or worse, to a life career. The assistant, largely used in counter duties, was something of a rarity.

Changed character

The character, scope and function of the pharmacy has undergone such radical alteration in recent years—and that despite a volume of dispensing undreamed of forty years ago—that there are innumerable counter duties which differ in no way from those of the large store, and their accomplishment is merely one of pleasing personality and appearance, a degree of intelligence, honesty, and an interest in the job. But that is not the class of assistant to which Dr. Chilton refers. There are those who have done reasonably well at school, to the extent possibly of three "O" levels, who make very good material for undertaking routine dispensing duties under direct supervision. They are trainable, and they have great value in easing the burden. If they are to be attracted into pharmacy, and encouraged to stay, there must be a purpose; for it has to be borne in mind that there is a high demand for people of such attainment, and higher rewards and better working conditions in other fields. Indeed, it might be said that to take such material into pharmacy with no prospect of advancement or any kind of recognition is highly unfair. But even with a technician's certificate as a reward for undergoing a specialised course of training and study, it would have to be made clear that there are limited horizons. At the moment, there is little career value, and the prospects are not such as to attract in competition with other sources of employment.

Single standard

There must, of course, be recognition for those who are prepared to make the necessary effort to achieve standards and knowledge beyond that of the merely mechanical, and that is the factor which will influence prospective entrants to a specialised grade. And as Dr. Chilton cogently pointed out, the Industrial Training Act has made the question no longer only academic. The problem is with us now and will have to be solved. A single standard is what should be aimed for.

HEALTH EXPENDITURE IN REPUBLIC

Criticism by Accounts Committee

AN increase of £300,000 in health authorities' expenditure on drugs and medicines for the year 1965-66 is criticised in the recent report of the Irish Government's Committee of Public Accounts. Total expenditure was £1.9 millions, an increase of £0.6m. over the 1963-64 figure. "There is no satisfactory explanation for this substantial rise all over the country, save that more of the modern proprietary drugs and medicines are being prescribed than are their therapeutic equivalents." The report states that all dispensary doctors have been supplied with a booklet showing the names of proprietary articles and of their therapeutic equivalents, but suggests that a large number of doctors prefer to prescribe sophisticated modern preparations. It adds that wastage of drugs cannot be checked because doctors are not required to keep a record of drugs and their disposal. Complaints about wastage that were investigated were not substantiated; nevertheless a circular is being issued on the subject by all the health authorities.

Central Pharmacies

The report states that two health authorities operate central pharmacies from which the dispensary doctor or small hospital requisitions supplies instead of from the contractors. In that way some control is exercised over stocks held by the smaller units. "But regular stock and store accounts are not kept, and in the absence of such records, inspection by medical inspectors of the Department does not greatly assist in closer control. The accounts of the health authorities are audited by local government auditors but, again, the absence of records precludes investigation. The Committee consider that the question of control poses complex problems. It does not wish to add to the already considerable amount of time spent by doctors on purely clerical work and suggest that the Department might investigate the provision of clerical assistance to make more time available for purely medical work and enable effective records to be maintained." Mr. M. Shannon, vice-president, Irish Pharmaceutical Association, has said that the Committee's disclosure was further evidence of the unsatisfactory structure of the State's pharmaceutical services. The increase in costs could not be due to inflated prices since recent years had seen a steady fall in the price of many medicines, including the widely prescribed broad-spectrum antibiotics. Neither had the money found its way into the pockets of community pharmacists, most of whom had suffered a loss of income because of the State's activities. Mr. Shannon said that the inflated drug bill was caused by the increase in the volume of medicines being supplied through dispensaries, clinics, outpatients' departments, and through the postal services, which had grown enormously in recent years.

His Association had drawn attention frequently to the dangers to public

health inherent in this development. Drug abuse was not at present a big problem in Ireland and the best safe-

guard was to provide all pharmaceutical services through community pharmacies where appropriate records were kept and subjected to inspection by the Department of Health and the Pharmaceutical Society of Ireland.

PRICE MAINTENANCE ENDS ON SWEETS

"Public interest" claim rejected

THE Restrictive Practices Court has ended resale price maintenance on chocolate and sugar confectionery products. In a reserved decision on July 25, following a forty-three day hearing, the Court rejected a claim by five major manufacturers that exemption of their products under the Resale Prices Act, 1964, was in the public interest. It was the first case to be heard under the Act.

Manufacturers

The manufacturers were George Bassett, Ltd., Cadbury Brothers, Ltd., J. S. Fry & Sons, Ltd., John Mackintosh & Sons, Ltd., and Rowntree & Co., Ltd. Their claim was contested by the Registrar of Restrictive Trading Agreements before Mr. Justice Megaw (President), Mr. Justice Buckley, Mr. W. L. Heywood, Mr. D. V. House and Major-General W. E. V. Abraham. The definition of the goods in the reference was:—

1. Sugar confectionery, not containing cocoa;
2. Chocolate, chocolate goods and sugar confectionery containing cocoa in any proportion;

3. Packs primarily of the above named goods but including another article capable of having an independent use;

4. Chocolate coated biscuits or wafers in the form of bars or blocks individually wrapped."

In giving the Court's decision, Mr. Justice Megaw said: "We find ourselves unable to hold, on the evidence before us, that the abolition of resale price maintenance is likely to make any appreciable or predictable difference one way or the other to the prices at which confectionery would be sold by retail in general and in the long run."

In the early days, there was no doubt that much confectionery would be sold at lower prices than would have been the case if resale price maintenance continued. But the position would ultimately stabilise, and the general effect on retail prices over all would then be likely to be pretty evenly balanced. "Of course that does not mean that the prices will remain at their present levels, with or without resale price maintenance. That is something which will depend on other factors altogether."

A NORTHERN TABLET MAKER EXPANDS

New premises for a Cleckheaton company

GROWTH of business has led to a transfer by Approved Prescription Services, Ltd., Cleckheaton, Yorks, from Horncastle Street to the Old Spen Brewery, Whitcliffe Road.

The premises have been out of use as a brewery for some years, though for a time they were used for bottling. They are large enough to allow for expansion for the various process departments of the company and have provided space also for offices and a canteen.

Before the move into the new premises recently, all the existing machinery was renovated and the first of a new batch of latest-type tablet-making machines was installed. A considerable sum has been spent on new equipment and conversion of the premises. Architects for the scheme were Glendinning & Hanson, Halifax.

Almost the entire production of the company is in the form of tablets, but varieties of vitamins are prepared in capsules and some drugs are made as pills and as lozenges (including peppermint, linseed, liquorice, sulphur and bismuth preparations).

Various sugar-coated vitamin tablets, prepared in a variety of fruit flavours, and saccharin tablets are produced as counter lines for sale only by chemists. Consignments of tablets and other supplies are sent regularly for export to official departments in Pakistan, Malta, Nigeria, Hong Kong

and Singapore, together with large quantities of tablets of aspirin, saccharin, vitamins and similar preparations.

Established in 1935

The business was established in 1935 by two Bradford business women and taken over by a company after the 1939-45 War, when an effort was made to extend its activities by increasing the ranges of products. That experiment proved costly and when, in 1952, it seemed likely that the business would be lost to Yorkshire, a handful of senior officials offered to take over the tablet-manufacturing side of the business. The offer was accepted, and the business was reorganised under its present title. Messrs. W. Hemingway, Stanley North and J. Hartley became the three directors. Mr. Hartley retired about five years ago and since then the business has been run by Messrs. Hemingway (administration and management) and North (works and production). Both had been with the business for more than twenty years when they assumed control, and under their direction there has been steady progress. The company has largely limited its operations to making pharmaceutical tablets, and despite the greater use of machinery to speed production, its staff has increased from a handful to more than thirty at the present time.

OUT-OF-HOURS DELIVERY SCHEME

Experiment may set future pattern

AN out-of-hours delivery scheme is to start in the autumn in the Greater London area. On the initiative of the freight group of the Transport Co-ordinating Council for London, major organisations in the grocery trade are being asked to accept delivery of goods from their suppliers after the shops have closed and so help in the relief of congestion on London's roads during the day-time. Welcoming the announcement, a report by the Economic Development Council for the Distributive Trades published on July 21 says the selected retailers will learn about the prospective arrangements and are urged to lend support at a meeting at London's County Hall on July 31. The report points out that the benefits accrue primarily to the supplier and indirectly to the general public. The retailer who has to lay on receiving facilities outside normal trading hours faces additional expenditure, and discussions between supplier and retailer will be necessary to see how the economies can be shared if such schemes are to be successful.

The proposed scheme follows an experiment in night delivery organised by the Food Manufacturers' Federation in central London during May-October 1966.

That experiment was timed to take place between 6-10 p.m. one evening in the week; it was therefore necessary to have the staff work "overtime" rather than have a special staff doing a night shift. It was foreseen that the experiment would not be an economic success because the starting time was too early and the period available for deliveries, too short. Nevertheless drawing on experience from the experiment those manufacturers who took part felt that the scheme could work "provided there was a positive approach from both manufacturer and the distributor." Extra costs in night delivery could be offset by better vehicle utilisation.

On the forthcoming scheme the report concludes that the extensive exercise may well become the pattern for future delivery in many trades apart from grocery.

IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

WHEN MR. HUGH JENKINS asked the President of the Board of Trade why he excluded professional colour film from the reference to the Monopolies Commission in view of the fact that the monopoly in that product was "more complete in its consequences than in the case of retailed amateur film," MR DOUGLAS JAY (President of the Board of Trade) in a written reply on July 19, stated professional colour film was not a subject of complaint at the time of the reference, but he would bear the item in mind when future references to the Commission were being considered.

Weights and Measures

During question time on July 19, MR. WILLIAM HAMILTON pointed out that one soap and detergent manufacturer issued packs in 19 different sizes and weights and he claimed it was impossible for the housewife to keep track of them. MR. GEORGE DARLING (Minister of State) said that tremendous difficulties were involved and the Government were considering whether the quantity should be marked in metric measurements or imperial weights.

Experiments on Animals

MISS ALICE BACON (Minister of State, Home Office) told MR. JAMES DANCE that two additional inspectors were appointed earlier in the year to carry out the supervision of experiments on animals. The Home Secretary was considering whether more inspectors would be needed.

Selective Employment Tax

MR. J. DIAMOND informed MR. J. THORPE, in a written answer on July 21 that Regional Hospital Boards would pay approximately £24 million in a

full year in respect of selective employment tax.

Sainsbury Committee Report

MR. N. FISHER asked the Minister of Health on July 24 if he had received the report of the Sainsbury Committee and when he proposed to publish it. MR. KENNETH ROBINSON—No, though I understand the Committee hope to complete it within a week or so. I shall consider the question of publication as soon as I have the report.

MR. FISHER—Will you undertake that when you have had an opportunity to consider the report, you will make a statement on your reactions to it to the House, as opposed to some outside body like the Labour Party conference or anything of that sort.

MR. ROBINSON—The Committee's recommendations will in the nature of things be touching on difficult and delicate subjects, and the Government will need time to consider them before entering into consultations with the industry, and I think that it is highly probable that the Government's first statement will be made to the House.

DR. S. SUMMERSKILL: Will you bear in mind that it is hoped that the whole future of the drug industry will be altered as a result of this report, and that it is therefore very important that Members should have the chance to question you about it.

MR. ROBINSON: I note your hopes.

Drug Taking

MR. M. C. J. BARNES asked the Minister of Health on July 24 if he would launch a major publicity campaign to inform the public of the physical, mental and social effects of taking different types of drugs.

MR. ROBINSON—The Home Secretary and the Minister for Education and I are giving this matter urgent attention

in consultation with the subcommittee of the Advisory Committee on Drug Dependence which is considering the need for health education and publicity about drug-taking.

MR. BARNES—There is a great need for more factual information.

MR. B. BRAINE—I strongly reinforce the plea for more information, for there is almost a complete absence as far as I can discover of any information available for parents or teachers or social workers, apart from the odd pamphlet produced by an enlightened local authority. Can you speed up production of suitable material?

MR. ROBINSON—There may be a demand by parents and other adults responsible for young people for factual information about different drugs and the symptoms which they cause and we are pressing ahead with the provision of such information. The subcommittee has held its first meeting and will be meeting again on the 27th of this month.

MR. H. J. BREWIS asked the Minister of Health if he would institute an inquiry into the mental and physical effects of drug-taking, particularly lysergic diethylamide, cannabis and amphetamines.

MR. ROBINSON—A subcommittee of the Advisory Committee on Drug Dependence is studying these aspects among others, in relation to first two drugs and will then turn its attention to amphetamines.

In debate on the economic situation MR. CALLAGHAN, Chancellor of the Exchequer, speaking of public expenditure, and social services, said it was clear that a great deal more help could be given if assistance was concentrated where it was genuinely needed, but it would need to be concentrated in such a way that the humiliating memories of the past were not to be revived nor essential services denied. It was for this reason that he ruled out an attempt to introduce prescription charges.

Cyclamates

In the House of Lords, LORD WAKEFIELD asked the Government on July 24 whether full information was being obtained from the United States in connection with the investigations taking place there about the adverse effects that appeared to arise from the wider use of cyclamates for artificial sweetening.

BARONESS PHILLIPS said she had no doubt that when the work which was being undertaken in the United States was completed, the results would become available.

In the House of Commons on July 26, the Minister of Agriculture said that the latest reports of the Food Additives and Contaminants Committee just published confirmed the Committee's previous advice that there would be no risk to health in allowing the use of cyclamates in food without limitations except in soft drinks and ice cream. "The Minister of Health and I are accepting the advice and new regulations will be laid before Parliament next week." The regulations would be effective the following day in respect of tablets and on December 1 in respect of other foods.

ADVERTISER'S ANNOUNCEMENT

SANGERS LIMITED**CONTINUED
IMPROVEMENT
IN RESULTS**

The 38th annual general meeting of Sangers Limited was held on July 26 in London, Mr. Lawrence A. Renshaw (the Chairman) presiding.

The following is an extract from his circulated statement:

The trading profit for the year ended 28th February, 1967 is £372,018 after all charges but before tax, compared with £225,327 for the previous year and £92,348 for the year before.

This increase reflects the effect of the reorganisation of the Company which has now had a full year's trading benefit therefrom.

In view of the above, a dividend of 5 per cent. less tax on the Ordinary Stock is recommended as compared with 3 per cent. for the previous year.

Sales for the year were £16,683,000 as against £14,646,000 for the previous year, an increase of nearly 14 per cent. On the other hand, stocks have not increased; it will be seen how large a turnover has to be transacted to yield the trading profit of some £372,000. This is because of the very low margin of gross profit allowed to us by manufacturers of a large part of the goods sold by us, together with the constant increase in operating expenses.

New Branches. We opened a new branch at Harlesden, London, N.W.10 in October last, and at Birkenhead, Cheshire, in April of this year. Both are operating according to plan and will make a proper contribution to the profits of the company in the current year.

Customers. We naturally strive to give the pharmacist the best of service in all possible ways, for it is on this that our future success depends. We believe that the larger the amount of business transacted between us, the greater would be the benefit to us both and, at the same time, the level of stock in trade would be reduced.

Because of the very large range of products which are called for by the public, and have to be supplied on demand, the most economical and effective method for the national distribution of pharmaceutical products as between manufacturer and retailer is obviously through the medium of the wholesaler.

We thank all our customers for their support over the years. "Sangers" is a name known by pharmacists throughout the Country and is, we believe, synonymous with a first class service. We shall do all we can to ensure that this is maintained, and would in return ask for your increased support in the future.

Conclusion. The company has had a successful year and is well on the road to recovery. We think we know how to operate efficiently, and subject to adverse circumstances arising outside of our control, the results for the current year should compare favourably with those now placed before you.

The report and accounts were adopted.

COMPANY NEWS

Previous year's figures in parentheses

CARLTON LABORATORIES (SOUTHERN) LTD.—Mr. S. C. Springett has now resigned his directorship.

CUSSONS GROUP, LTD.—Profits for year ended March 31 fell to £715,860 (£735,159). The dividend is held at 6½d. per 2s. share, with a final of 4½d. Net profit was £456,024 (£458,637).

GNOME PHOTOGRAPHIC PRODUCTS, LTD.—Dividend for year ended May 31 is 32½ per cent. (against 25 per cent.). Group profit, before tax, increased from £165,317 to £175,931 while net profit was £105,781 (£96,902). Taxation cost £70,150 (£68,415); general reserve gets £35,048 (£29,725).

SPERRY & RAND, LTD.—The company have appointed Mr. S. E. Anderson, managing director of their Remington electric shaver division, in Britain. He retains responsibility for the development of the French market in the capacity of managing supervisor for both countries.

B.D.H. GROUP, LTD.—The Group is expanding its business in Iran by creating a new subsidiary company there. Mr. Peter Moore (formerly a B.D.H. (International), Ltd., regional marketing manager), has been appointed general manager of the new company, and has left for Tehran. One of his first responsibilities will be to arrange for local manufacturing facilities.

POLAROID CORPORATION.—Net income in 1966 reached nearly \$48 m. In a recently published list of America's top five hundred corporations, published annually by *Fortune*, Polaroid has moved from 316th place in 1965 up to 243rd place in 1966. Polaroid is shown as the seventh fastest growing company in America over the last ten years with an average annual growth rate of more than 28 per cent.

BEECHAM GROUP LTD.—The chairman (Mr. H. G. Lazell), on July 25, forecast that this year's profits of the Group would be an all-time high but the same rate of growth as last year could not be expected while the home market remained depressed. The current year in the U.K. would be "difficult." Sales in the first three months were "disappointing." Overseas markets continued to expand satisfactorily. In the three months to June 30 overall sales had increased by 14 per cent. This included a substantial contribution from the new acquisitions but was also due to continued growth in the Western Hemisphere and in the pharmaceutical business.

VITAMINS, LTD.—Accounts for year ended March 31, though not complete, are not expected to be higher than £25,000, before tax (against £375,000). No dividend will be recommended. On the basis of present trading, profits for current year should show "a substantial recovery towards the 1966 level. Reasons for 1967 decline are given as the recent mild winter, a production mill destroyed by fire took longer to rebuild than ex-

pected and a subsidiary in a specialised field had a bad year. The take-over offer by Beecham Group, Ltd. (see *C. & D.*, June 17, p. 560) is being proceeded with but will not now include an alternative option in Beecham Ordinary shares.

N.P.U. HOLDINGS, LTD.—The annual report by the chairman (Mr. J. O. Bond), shows that the company made a profit of £14,182 for the year ended March 31. As previously announced a dividend of 7½ per cent is being paid, leaving £1,580 to be carried forward to the current year. A reduction in income from investments is due to the fact that in the first financial period, the company were able to employ £200,000 in the money market pending completion of negotiations for the investment in S. Maw, Son & Sons, Ltd. In the year under review, the main event was a loan of 100,000 to Evans Gadd & Co., Ltd., at a satisfactory rate of interest, coupled with an option to subscribe for 10 per cent. of that company's Ordinary share capital.

BUSINESS CHANGES

THE head office and warehouse of R. Weston (Chemists), Ltd., and L. C. Whittaker & Co., Ltd., is being transferred to P.O. Box III, 1, Orgreave Way, Handsworth, Sheffield, 13 (telephone: Woodhouse 3881) on August 1. From that date the warehouses of L. C. Whittaker & Co., Ltd., at 1 Wortley Road, High Green, Sheffield, 44 Spring Street, Sheffield, 3, and 363 Birchfield Road, Perry Barr, Birmingham, 20, are being closed down.

PRINTAR INDUSTRIES, LTD., Prince Regent's Wharf, London, E.16, have appointed Mr. J. Vanham sales representative in Yorkshire, to replace Mr. D. R. Anderson who is retiring at the end of August.

A. WANDER, LTD., 42 Upper Grosvenor Street, London, W.1, have appointed Mr. M. Davis, M.P.S., marketing manager, pharmaceutical division in the place of Mr. K. A. Bailey who has resigned from the company.

Appointments

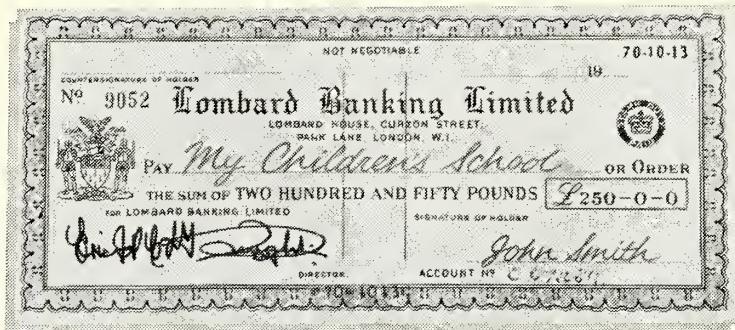
WINTHROP LABORATORIES, division of Sterling-Winthrop Group, Ltd., Newcastle-upon-Tyne, have appointed Mr. S. E. M. Goodman to the position of chief buyer for the division, with effect from September 1, 1967. Mr. Goodman has been with Winthrop Laboratories as chemicals buyer for the last ten years.

B.D.H. (INTERNATIONAL), LTD., have appointed Mr. G. Ashley to a newly-created position of resident manager in Nigeria, with responsibility for East, Central and West Africa. Succeeding Mr. J. Hurford, now with Booker-B.D.H. in the Caribbean, as a regional marketing manager, is Mr. A. Tweedie who, for the past two years since he joined the company has been manager, advertising and sales promotion, B.D.H. (International), Ltd. He will now be responsible for marketing in Greece, African and Middle East areas.

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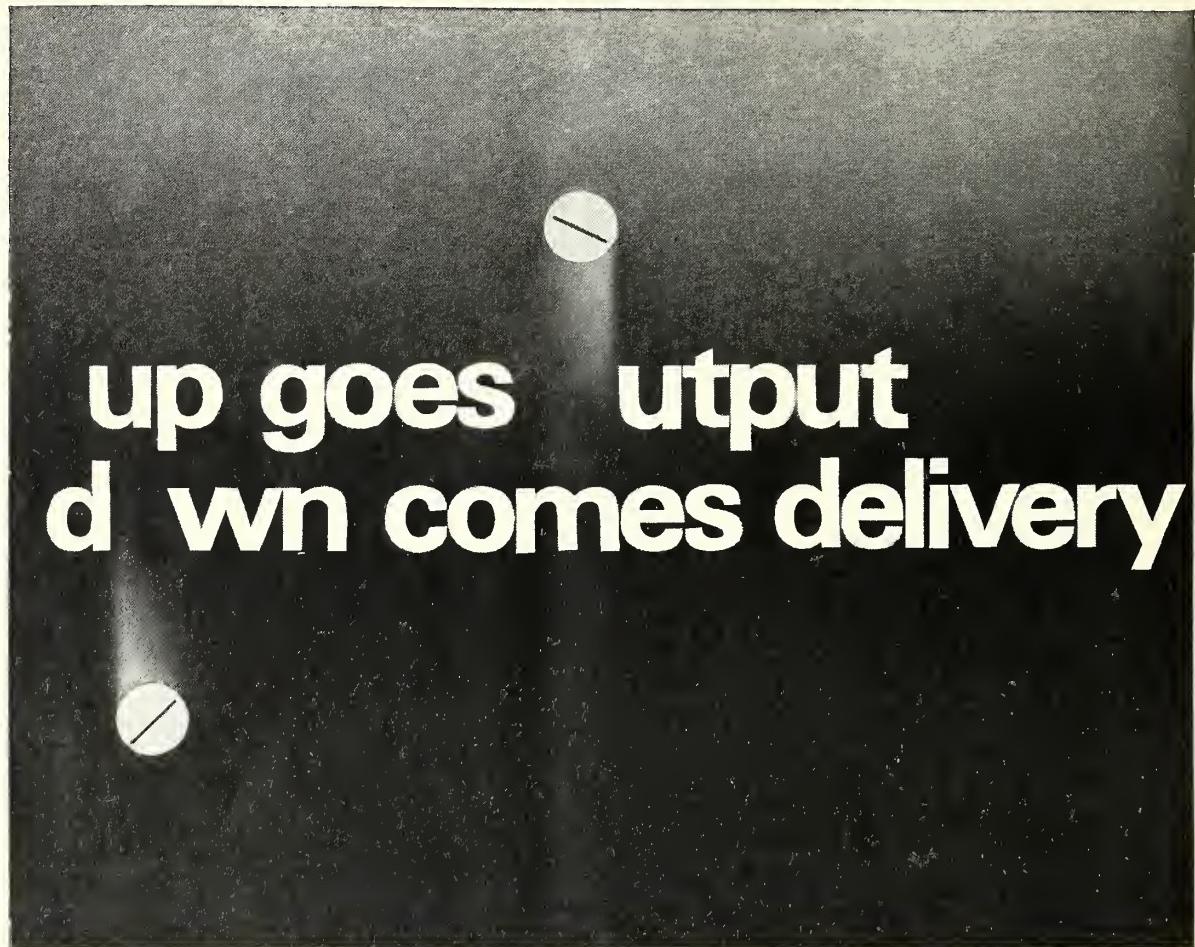
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PERSONALITIES

MR. F. M. MOULDEN, who has conducted a pharmacy at 43 Chapel Lane, Bingley, Yorks, for many years, retired recently.

MR. P. E. STEDMAN (chairman, Brighton and Hove Branch, Pharmaceutical Society), has been appointed a county magistrate, and will take his seat at Chichester quarter sessions on August 3. Mr. Stedman is a past president of the Brighton and Hove Association of Pharmacy.

MR. W. P. MARTIN, who has been in business in Rosyth for a number of years and is now the sole partner in a firm owning two pharmacies in Rosyth and one in Dunfermline, has been elected president of Dunfermline Rotary Club. Mr. Martin served his apprenticeship in Cowdenbeath and qualified in 1940 after attending Heriot-Watt College, Edinburgh.

OVERSEAS VISITS

A SMALL but successful mission recently visited Toronto, Canada, to discuss plans for promoting sales of a wide range of British cosmetics and toiletries during British Week (October 12-21). Six companies participated, and although orders taken during the visit were comparatively small, all felt that the groundwork was of great value.

MARRIAGES

ALCOCK - HOLT.—At Christ Church, Doncaster, Yorks, recently, Ronald Alfred William Alcock, M.P.S., 16 Saxton Avenue, Bessacarr, Doncaster, Yorks, to Lynne Hopwood Holt, Wheatley, Doncaster.

GREENING-KNOX.—At Shankill Parish Church, Lurgan, co. Armagh, Northern Ireland, on July 19, John Vernon Greening, M.P.S. N.I., 44 Gortrush Park, Omagh, co. Tyrone, to Miss Caroline M. Knox. Mr. Greening is a director of McAdam & Bates, Ltd., Omagh.

DEATHS

ARRIGO.—On July 3 Mr. Edward G. Arrigo, C.B.E., managing director of Edgar Arrigo, Ltd., Valletta, Malta (parent company of Collis Williams, 300 Kingsway, Valletta, importers and wholesalers of chemicals, drugs and pharmaceutical products). Mr. Arrigo was president of the Malta Chamber of Commerce, an office he has filled several times.

CLARKE.—Recently, Mr. Richard Dean Clarke, M.P.S.I., Greenore, Ballincurrig Park, Douglas Road, Cork, managing director of T. R. Lester, Ltd., Patrick Street, Cork. Mr. Clarke qualified in 1918. He was a council member of Cork Literary and Scientific Society and closely identified with the Methodist Church in Cork, being a trustee of the Cork Wesley Chapel. He was a Rotarian for over twenty years and an active Freemason.

GUNN.—On July 8, Mr. Donald Gunn, M.P.S., 5 Ravenhill Drive, Codshall, Staffs. Mr. Gunn qualified in 1927.

LLOYD.—On July 6, Mr. David Leslie Lloyd, M.P.S., 204 Carlton

Avenue West, Wembley, Middlesex. Mr. Lloyd qualified in 1921.

MCADAM.—Recently, Mr. Robert McAdam, 7 South Mains Road, Milngavie, Dunbartonshire. Mr. McAdam qualified as a chemist and druggist in 1916. Mr. R. B. Birrell writes: When I attended the funeral of Bob McAdam on July 10, I felt we had lost a great ambassador for Scottish pharmacy. He played an active part in The Pharmacy Club in the early days before Glasgow had a Branch of the Pharmaceutical Society and when that was formed he carried on the good work. He was outstanding in the Conference Office during the Conference held in Glasgow in 1948. A well-known figure, a great man, and a good pharmacist.

ROBINSON.—On July 11, Mr. Kenneth Ernest Robinson, M.P.S., Harrison's Pharmacy, 141 Cann Hall Road, Leytonstone, London, E.11. Mr. Robinson qualified in 1930.

STENHOUSE.—On July 5, Mr. Alexander Lees Stenhouse, M.P.S., Kelmont, East Bank, Brechin, Angus. Mr. Stenhouse qualified in 1911.

TYDEMAN.—On July 22, Mr. Samuel George Tydeman, F.P.S., 63 St. Thomas Street, Bristol, aged eighty-two years. Mr. Tydeman, who qualified in 1907, was chairman of Hodders, Ltd. He identified himself closely with the work of the Pharmaceutical Society and had held office as branch chairman. For seven years, until 1963, he was chairman of the Bristol Executive Council. Until his retirement from that body he had been engaged in the administration of both the Health Service and the Health Insurance Scheme for a continuous period of fifty years. He was a member of the Society's Statutory Committee 1954-64 and was

the recipient of the Charter Silver medal at this year's annual meeting of the Society (*C. & D.*, May 27, p. 494). In making the presentation the then Society's president (Mr. J. C. Bloomfield) said: "Mr. Tydeman has served his profession with marked distinction. Since he joined his company in the early thirties he has demonstrated his belief in the highest professional standards and ethics . . . I pay tribute to him as a powerful advocate on behalf of pharmacy, a profession which he has served for the past sixty years, since his apprenticeship at Stowmarket."

LEGAL REPORTS

Customs Must Return Duty

THE Commissioners of Customs and Excise were directed in the High Court on July 21 to return £9,006 to J. & J. Colman, Norwich, being the amount by the company was charged for import duty on 2,000 tons of mustard seed. Mr. Justice Roskill granted Colmans a declaration that the mustard seed, which came from Canada, was entitled to Commonwealth preference. The judge said it had been argued for the Commissioners that Commonwealth preference did not apply because the mustard had been shipped from Vancouver to Rotterdam in three ships and to Antwerp in another ship and from there transhipped to Norwich. The judge rejected that argument because in 1963, when the mustard was imported, grain shipments from Canada were so heavy that Colmans had made arrangements for shipment through the Dutch ports. The mustard was clearly a Commonwealth country product intended for transhipment to the United Kingdom, said the judge.

NEW FACTORIES



Artist's impression, above, of new premises at Godalming, Surrey, for BCA Pharmaceuticals, Ltd., the company recently formed to merge the pharmaceutical and veterinary interests in the United Kingdom of Cope Allman International, Ltd., and Berk, Ltd. The illustration was erroneously included in an article on the Witham, Essex, factory of Radiol Chemicals, Ltd., in which the illustration shown below should have appeared. Apologies are offered to both companies for the error.



TRADE NOTES

A 1,000-tablet pack.—Roussel Laboratories, Ltd., Columbus House, Wembley Park, Middlesex, have made available a 1,000-tablet can of their Mandrax tablets.

Now Tax Free.—Seton Products, Ltd., advise that Trombovar 3 per cent. (distributors Bateman-Jackson, Lamb Street, Oldham, Lancs) is no longer subject to purchase tax.

Sole Distributors.—Jackel & Co., Ltd., Kitty Brewster Estate, Blyth, Northumberland, have been appointed sole distributors for Permawear nursery and children's plates and drinking vessels in durable, break-resistant plastic.

Slightly Smaller Tablet.—Sandoz Products Ltd., Sandoz House, 23 Great Castle Street, London, W.1, have made a change in Femergin tablets. The new tablet is slightly smaller and each tablet now weighs 110 mgm. instead of 120 mgm. as previously.

Advertising of Hairdryer.—The Escort and Rio range of hairdryers are to be the subject of a national advertising campaign from October to Christmas according to an announcement by the makers—Ronson Products, Ltd., Leatherhead, Surrey.

Shampoo for Dandruff.—Available in both sachet and bottle Gill's dandruff remover shampoo is obtainable from Beautisales, Ltd., 35 Old Bond Street, London, W.1. The distributors for Eire are Murra, Ltd., 38 Lower Shephen Street, Dublin, 2.

New Discount Terms.—An extra discount of 4 per cent. is now being allowed to chemists by the National Pharmaceutical Union on purchases of ten to nineteen assorted cases of Hanx and Nu-Soft which are distributed through Maws Pharmacy Supplies, Ltd., Barnet, Herts.

Sheep Sponge in New Pack Size.—Upjohn, Ltd., Fleming Way, Crawley, Sussex, say that experience with their Veramix sheep sponge has indicated that a "20" size is more convenient for veterinary surgeons and farmers. That is now provided and the "50" pack hitherto available is being discontinued.

Given Extra Sales Appeal.—The new display aids, packs and designs of headliners by Raywarp Textiles, Ltd., Alfred Street North, Nottingham, will "catch the eye" of every woman to come near the chemist's counter, say the makers. Among the new packs is an acetate gift box "for those who want to pay a little extra for that special occasion."

Pack Size Changes.—A. H. Robins, Ltd., Foundry Lane, Horsham, Sussex, are introducing on August 1 20-oz packs of Dimotane expectorant and Dimotane expectorant DC to replace the existing 16-oz. sizes. Wholesalers will be supplying the new 20-oz packs when stocks of the 16-oz packs are exhausted. An 80-oz. sales pack of Dimotane expectorant is also appearing on the same date.

"Superior" Dandruff Control.—Superior properties in dandruff control shampoos that contain a 2 per

cent. solution of the sodium salt of the sulphosuccinate of an undecylenic alkylolamide were reported in a recent issue of the *Lancet*. Beecham Toiletry Division, Great West Road, Brentford, Middlesex, point out that the only shampoo with this formulation is Vosene with Biomim.

Colour and Dimension Changes.—Pharmax, Ltd., Thames Road, Crayford, Dartford, Kent announce that the broad-spectrum antibiotic, Megaclor, now has Pharmax printed in white on each capsule as an aid to identification. The company also point out that Peptacol tablets are now cream, not yellow, with surface speckling due to the sustained action granules. Both Peptacol-10 and Peptacol-20 have the Pharmax housemark on one side. The diameter of Peptacol-10 is reduced from 10/32 in. to 9/32 in.

Gifts to Retailers.—An incentive scheme by Philips Electrical, Ltd., Century House, Shaftesbury Avenue, London, W.C.2, is limited to claims made by September 30. It offers Philishave Traveller shavers and Handipak interlocking storage units free to retailers ordering electric blankets from the six-strong Philips range. Retailers ordering twelve of the blankets can claim a Philishave Traveller cordless battery shaver. An order of six blankets entitles to a nest of ten Philips Handipak storage units in blue plastic with clear polystyrene drawers.

Damp-proof.—The Phillips, Scott & Turner Co., 2 St. Marks Hill, Surbiton, Surrey, are packing Sona tonic bath salts in a new damp-proof pack. The carton design remains the same but the new Keylok pack has a Cellophane wrapping giving protection against moisture in the bathroom and provides an efficient guard against perfume seepage. The new push tab pouring device is easier and more effective to use. At present only the 20 oz. floral is available in the Keylok pack but the pine will be available later and the two 12 oz. packs will follow. Prices are unchanged.

Reformulated.—Leo Laboratories, Ltd., 27 Uxbridge Road, Hayes, Middlesex, have changed the excipient used in preparing their specialities Dantyl and Dantyl INAH. The hygroscopic nature of sucrose, which had been used till now as a sweetening agent had they say, presented occasional problems in production and is now replaced by dextrin maltose. Each sachet of Dantyl now contains 3 gm. of phenyl *p*-aminosalicylic acid, 1 gm. if *p*-aminosalicylic acid, and 3 gm. of dextrin maltose, and each sachet of Dantyl INAH contains additionally 100 mgm. of isoniazid. It may be desirable, state Messrs. Leo, to inform patients that the consistency of the solution is slightly different, and that suspensions in water are somewhat whiter than those made from the previous preparation.

Competitions

AGFA-GEVAERT, Ltd., Great West Road, Brentford, Middlesex. "Dream Assignment," competition series featur-

ing Agfacolor CT 18 film. Any amateur photographer may enter a photograph or portfolio entitled "The Face of Britain." Prize is a chance to go and take "the photo of a lifetime," with all expenses paid. Closing date September 30.

Bonus Offers

AYRTON, SAUNDERS & CO., LTD., Liverpool. Burn cream. Thirty-nine invoiced as thirty-six; ninety-eight invoiced as seventy-two; 135 invoiced as 108.

EAREX LTD., 23 Tulketh Street, Southport, Lancs, swim plugs and anti-noise plugs. Fourteen invoiced as twelve through wholesalers until August 18.

LEWBROOK LABORATORIES, LTD., 1 Thane Road West, Nottingham. Sweetex. Thirty-six 200 drums invoiced as twenty-four; twenty-four 500 drums invoiced as sixteen.

SOUTHALLS (SALES), LTD., Bessemer Road, Welwyn Garden City, Herts. Serene beauty-treatment cream. Twelve invoiced as ten until September 8.

Premium Offers

CHESEBROUGH-POND'S, LTD., Victoria Road, London, N.W.10; Free Pond's Dreamflower talc with 70-gm. bottle of Vaseline shampoo.

HORLICK'S, LTD., Slough, Bucks. Coupon on reverse side of label of 1-lb size Horlicks entitles purchaser to order up to two pairs of sheets and pillow cases at savings of 15s. a pair on the double and 10s. on the single-sheet sizes and to pillow cases also at reduced prices.

KIMBERLY-CLARKE, LTD., Larkfield, nr. Maidstone, Kent. Kotex feminine towels. Christy Royal Turkish hand towel at special price.

SOUTHALLS (SALES), LTD., Bessemer Road, Welwyn Garden City, Herts. Serene beauty-treatment cream. 2s. off normal purchase price to users of privilege price token issued with advertisements in women's magazines commencing September 11.

Trade Shows

GEORGE SPENCER & SONS, LTD., Kynance Place, Gloucester Road, London, S.W.7. MANCHESTER, Midland hotel, July 31 to August 3. LEEDS, Hotel Metropole, August 14-17. BIRMINGHAM, Midland hotel, August 14-17.

JACKEL & CO., LTD., Scottish division, Shuna Place, Glasgow, N.W. GLASGOW, Grand hotel, Dornoch suite, July 31 to August 10.

JEAN SORELLE, LTD., 76 Great Portland Street, London, W.1. CROYDON, Greyhound hotel, July 31 to August 4. MANCHESTER, Midland hotel, July 31 to August 4.

MORNY, LTD., Morney House, 201 Regent Street, London, W.1. CROYDON, Greyhound hotel, July 31 to August 3.

Discontinued

BAYER PRODUCTS CO., Winthrop House, Surbiton, Surrey. Novalgin.

COX CONTINENTAL, LTD., 85 Church Road, Hove, 3. *Neutraphylline* suppositories, pack of seventy-two (packs of six (adults and infants) continue to be available). *Stannoxy I ointment* (tablets (80's) continue to be available).

HORLICKS PHARMACEUTICALS, LTD., Orchard Leigh, Wingfield, Windsor, Berks. Pristacyn, 144-tablet size (twelve-piece pack still available) (corrected note).

E. R. SOUBB & SONS, LTD., Regal House, Twickenham, Middlesex. Adcortyl E ointment, 50 gm. (the 15-gm. pack remains available).

INFORMATION WANTED

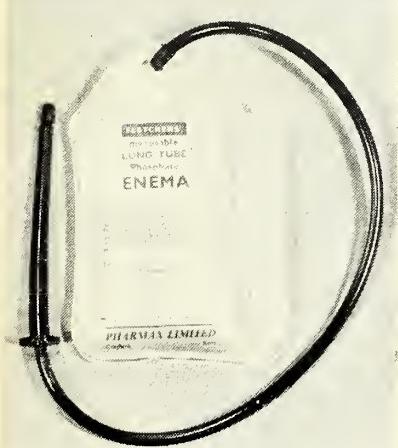
The Editor would appreciate information about Royal Shamrock perfume.

NEW PRODUCTS AND PACKS

PHARMACEUTICAL SPECIALITIES

Disposable Eye Drop Units.—Smith & Nephew Pharmaceuticals, Ltd., Bessemer Road, Welwyn Garden City, Herts, announce the addition of ephedrine hydrochloride 5 per cent. to their Minims range of sterile, single dose, disposable eye drop units. Pack is a container of twenty.

With Long Tube.—Pharmax, Ltd., Thames Road, Crayford, Dartford, Kent, announce an addition to their range of Fletchers' disposable enemas.



Fletchers' long tube phosphate enema has the same contents as the widely-used standard phosphate enema but the enema bag has an extended application tube and longer nozzle. The nozzle rests in a pocket on the side of the enema bag until required for use. Fletchers' long tube phosphate enemas are packed in dispensing cartons of two.

To Liquefy Ear Wax.—H. R. Napp, Ltd., Commerce Way, Lancing, Sussex, have launched a new speciality Xerumenex (triethanolamine polypeptide oleate-condensate) a new chemical entity discovered by the Company's research.



Xerumenex is understood to have the unique property of rapidly liquefying ear wax. Applied to the auditory canal it therefore greatly simplifies the removal of wax and eliminates the need for high-pressure syringing. The product is presented as drops in bottle of 12 mils with dropper.

COSMETICS AND TOILETRIES

Beauty Treatment Cream.—S. & N. Toiletries Division, Bessemer Road, Welwyn Garden City, Herts, are launching a new beauty treatment cream Serene, a white, non-greasy, mildly perfumed cream containing VS9A, a protein element extracted from wheat, and NMF30 moisturising agent. The product is presented in 31-gm. tube and 85-gm. jar.

Bath-salt Decanter.—Newest product of André Philippe, Ltd., 71 Gowan Avenue, London, S.W.6, is a bath-salt decanter containing 20 oz. of rose, Cologne or lavender perfumed feather-weight bath crystals with matching gold-edged bow. Pack is 1 doz. assorted. The glass stoppers are fitted with polythene screw-on closure.

In New Blue Bottle.—Amami styling lotion and conditioner, claimed the best-selling wave-setting product in the



United Kingdom and the leading setting lotion in chemist-shop sales, is now in the new transparent ocean-blue PVC bottle shown, which was introduced to attract increased shopper attention. The new bottle, lettered in white, has a self-sealing nozzle top for easy application of the lotion and should prove a further stimulant to sales. The bottle contains 80 c.c.—enough for about six setting sessions. Makers are Beecham Toiletry Division, Great West Road, Brentford, Middlesex.

SUNDRIES

Lightweight.—Added to the range of Swift binoculars is the Vulcan 7 x 35. Imported by Pyser-Britex (Swift), Ltd., Firicroft, Edenbridge, Kent, the Vulcan has a lightweight body cast in one piece to ensure rigidity and optical accuracy.

A Gift Set.—Maws Pharmacy Supplies, Ltd., Aldersgate House, Barnet, Herts, have now produced the Simpla set, a gift box containing the following components of their Simpla feeding

system: two feeding bottles with cap and disc, three universal teats, one nylon cleaning brush, one spatula and the measuring jug. A gift card inscribed "For You and Your Baby" is also included in the box, which bears the Design Centre symbol. In buying the Simpla set the overall cost to the



customer is threepence less than if she buys the individual items and there is no extra charge for the attractive packaging. In addition to making a welcome gift the box and contents are handy for holidays.

With Four Heat Settings.—Monogram Electric Housewares, Ltd., Gatwick Road, Crawley, Sussex, announce the introduction of their de luxe hip/shoulder vanity hairdryer. Designed to operate either in or out of its attractive strong white plastic carry and storage case which measures just over 13 in. in diameter, it has an extra large washable bouffant bonnet that "fits easily over the largest rollers" and has a special elasticated "reach in" top which increases the circulation of air to give fast even drying and also allows the user to check her hair without disturbing the set. The four heat settings: high, medium, low and cool are adjusted by a switch attached to the power unit which may be slung round the waist or shoulder by the plastic belt provided. The hairdryer weighs 3½ lb.



Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

A Manchester Centenary

SIR.—The success of the club night held at Owens Park during the British Pharmaceutical Conference, last September, has encouraged us to organise a similar function to be held on September 27, the proceeds of which will be donated to the Society's Benevolent Fund. We hope all local pharmacists and their friends will support this function in this very special year, the centenary of the formation of the Manchester Pharmaceutical Association.

MARSHALL GELLMAN,
Chairman

IRENE F. A. LEWIN, Secretary

Chemists Action Group

SIR.—The response to my letter (*C. & D.*, July 15, p. 56) has exceeded all expectations. After reading and hearing so much about apathy amongst pharmacists, all I can say is that the number of applications for membership of the Chemists Action Group has conclusively shown that no chemist is apathetic or too busy where his pay and the future of his vocation are concerned. The inaugural meeting of the Chemists Action Group will take place on Sunday, July 30, at Baileys Hotel, Gloucester Road, London, S.W.7, at 3 p.m. All practising pharmacists able to attend the meeting will be most welcome.

STANLEY BLUM,
16 Swanscombe Road,
London, W.11

Where They Went Out

SIR.—Mr. Astbury asks ("Where We Came In?" *C. & D.*, July 22, p. 77) if Mr. Blum and I have ever heard of the P.P.A. (Progressive Pharmacy Association). I remember it well. This small group hoped by agitation and propaganda to improve the lot and the status of the retail pharmacist. In an attempt to build a mass organisation, all the money in the kitty was blued in a display advertisement in a certain professional journal; but the appeal was met with a huge wave of apathy. So Mr. Astbury and his friends packed it in—they threw in the towel. That was a mistake! It is quality that matters, not quantity and the P.P.A. would have done better to continue its work with a hard core of dedicated workers, even though they may for all I know have numbered as few as six. But, in any case, the P.P.A. was aimed at retail proprietors (and a more pathetic and apathetic bunch, politics-wise, it is difficult to imagine) whereas my call was for a trade union—militant, monolithic and massive—of qualified employees. "PELARGIUS"

Hospital Disinfectants

SIR.—Adoption of a rational antisepsis policy in most hospital groups, and tests on a wide range of antiseptic substances, have shown that careful handling in the pharmacy is essential. The recent *British Medical Journal*

report by Doctors Burdon and Whitby (see *C. & D.*, April 22, pp. 379 and 383) confirms earlier work carried out in this Group and I feel that publication of our procedure might be of value to colleagues. There is little doubt that modern "narrow spectrum" antiseptics require very careful dispensing if they are to reach the theatre or ward in a safe condition. Drs. Burdon and Whitby stated that contamination of antiseptic solution containers was maintained by a residual inoculum remaining in bottles after inadequate washing, and was spread to the other bottles in the bottle washing apparatus. Coinciding with our own experience of some two years ago this observation underlines the importance of a strict and thorough washing of antiseptic containers before refilling, particularly when large numbers are involved. In this group the central group pharmacy prepares 400 x 500 ml and 500 x 2 litres of Savlon 1 in 30 weekly. With co-operation and advice from the consultant bacteriologist, a strict discipline for washing and refilling bottles was instituted, as detailed below. Bacteriological control by weekly sampling of the output and regular checking of the equipment and filling room has ensured that supplies leave the pharmacy uncontaminated.

WASHING PROCEDURE

(bottles and caps)

1. Soak for ten minutes in "0·2 per cent. Teepol and hot water" (using a device fitted to hot water tap).
2. Rinse three times in running "Teepol and hot water"—one minute each time.
3. Pressure rinse with tap water through high pressure jets for 5 minutes. The above equipment is a three-sink unit with pressure rinsing sink fitted to accept

500-mil, 1-litre and 2-litre bottles, inverted. Each size of bottle with a separate water control.

4. Steam heat stock containers (glass) and other bottles and caps, once weekly for 30 minutes.

5. Use fresh, disposable polypropylene conical wads.

6. Use fresh dated labels—all bottles to be returned to pharmacy within one week of issue.

PREPARATION OF SOLUTION

1. Five gallon glass stock bottles are used, to which is added 6 per cent. industrial alcohol. The stock solution is prepared freshly and transferred to issue bottles.

2. Issue bottles are filled, using steam-autoclaved rubber tubing for the transfer, and the operatives wear disposable polythene gloves.

EQUIPMENT

Glass measures, sinks and taps are washed before and after use. Trolleys, shelves and benches are swabbed daily with 1 in 40 lysol solution. Tap water from the mains is preferred for dilution purposes as both distilled or deionised water are liable to become contaminated with *Pseudomonas* species if stored.

A further 200 x 400-mil bottles of steam sterilised 1 in 30 Savlon and 1 in 2000 Hibitane solutions are prepared for neuro-surgical and orthopaedic surgery use. Dilute solutions of chlorhexidine are sterilised by autoclaving in small volumes at 10 lbs. p.s.i. pressure for 30 minutes. All other chlorhexidine solutions are prepared extemporaneously and no diluted stock solutions are kept.

G. E. McILHAGGER,
Deputy chief pharmacist
Royal Victoria Hospital, Belfast

Poser Solution

"WE rang up the doctor," wrote the sender of last week's "poser" and he gave us the answer." It proved to be the address of the patient followed by "Tabs, Largactil, 25 mgm. 1 t.d.s. Mitte 60."

ANIMAL HEALTH

Annual review by Ministry of Agriculture

THE introduction of animal diseases into Great Britain was once again successfully controlled in 1965, states the 1965 Report on the Animal Health Services (H.M. Stationery Office, price 8s.) Outbreaks of fowl pest were the lowest since 1950 and those of swine fever the lowest since 1949. Scotland was kept completely free from those particular diseases. The steady decline in the incidence of tuberculosis in cattle continued and there was a significant drop in the number of herds with reactors. After three years' freedom from foot-and-mouth disease, a single outbreak, confined to one farm, occurred in April. The incidence of anthrax, which had increased markedly at the end of the previous year, continued to be high during the first five months of 1965. It then returned to a more normal level, so that the total outbreaks for the year were only slightly higher than those for 1964. It is of note that the compensation paid in 1965 for stock slaughtered because of foot-and-mouth disease, swine fever

and bovine tuberculosis was only about 45 per cent. of the £2 million paid in 1964.

Concerning mastitis in cattle the report states experimental studies had been carried out on the significance of the teat-canal as a barrier to infection. It was shown the established teat-canal infection could lead to udder infection but the latter could occur without a previous teat-canal infection. Hexachloraphene 1 per cent. in oil showed promise in controlling teat-canal infections.

Four of the organophosphorus insecticides were available to replace deldrin for the control of blowfly investigated by placing the larvae of *Lucilia sericata* on dipped sheep and noting larval survival time. The insecticides tested were commercial preparations of dichlorfenthion, chlorphenvinphos, diazinon and coumaphos.

During 1965, 16 manufacturing and 11 import licences issued under the Diseases of Animals (Therapeutic Substances) Order 1952 were in force.

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July 29, 1967

Cumulative price changes

**AMENDING C & D
QUARTERLY PRICE LIST
FOR JUNE 1967**

4711 (1113 S & B)		D Barmene (422 EG) existing entry		S00 27 8ea		41 6	
bath cubes	911S 34 3	9 5	5 1	200mgm	25 60 0	—	7 6
hand cream	9122 38 10	10 8	5 9	D Certo (130 Bird)			
talcum perfumed	9121 SO 8	13 11	7 6	Certo (SO5 GFL)			
D hand cream	9106 —	—	—	Charco-lix (698 Keswick)			
Achtar (61 APC) \dagger s4B	gel 20iu/ml 5mls 16 Oea	—	—	tablets 22 9	6 3	3 3	
40iu/ml 2mls 11 6ea	—	—	—	38 8	10 8	5 9	
40iu/ml 5mls 26 6ea	—	—	—	70 0	19 3	10 0	
D Adcortyl-E (1176 Squibb)	cream 15gm	—	—	Cindico (264 Cindico)			
D Adcortyl-EG (1176 Squibb)	cream 15gm	—	—	Bouncelette 58 4ea	—	87 6	
D ointment 15gm	—	—	—	de luxe 70 0ea	—	105 0	
Agfa (16 AGL)	binoculars 8 x 30	—	406 0	Colomycin (972 Pharmax) TS			
case	—	—	66 7	powder	—	—	
10 x 40	—	—	544 0	sulphate (sterile powder) 1gm 67 0ea	—	—	
case	—	—	74 0	5gm 33S 0ea	—	—	
filters, slip on	—	—	—	D Comfy (1404 DHA) see under Devon "Comfy"			
mount 30-32mm	—	—	32 9	D Contaflex (673 J of H) existing entry			
35-55mm	—	—	36 3	camera Super BC	—	—	
46mm	—	—	45 11	case	—	2640 5	
lens hoods 30mm	—	—	11 10	Contarex (673 J of H) existing entry			
32mm	—	—	13 10	Contrex (673 J of H)			
Aireys (203 Brynn)	soothing syrup	20 0	4 11	camera body only	—	—	
Akaba (981 Picot)	perfume $\frac{1}{2}$ oz 92 6	25 5	13 9	with 50mm f2.8 lens	—	—	3654 1
Albacycin (1263 Upjohn) TS	tablets 250mgm 16 34 5ea	—	—	with 50mm f2 lens	—	—	4461 7
Aldactide (1121 Searle) \dagger s4B	tablets 40 31 2ea	—	46 9	with SSmm f1.4 lens	—	—	5496 3
100 73 0ea	—	—	109 6	case	—	—	6294 6
Allay (430 Eucryl) \dagger DDI	cough treatment 2S 0	—	4 0	Contessa (673 J of H) existing entry			228 8
Aludrox SA (13S2 Wyeth) \dagger sis4A	suspension 12oz 72 0	—	8 0	Contessa (673 J of H)			3442 0
D Ambassador (1363 Zygmunt)	—	—	—	camera L	—	—	4249 5
I Ambassador (IS93 Ambassador)	—	—	—	LK	—	—	5484 2
Ambodryl (938 PD)	elixir 4oz	—	—	LKE	—	—	6082 5
D Ambramycin (894 Nicholas) all products	—	—	—	LBE	—	—	216 11
Ambre Solaire (S25 Golden)	satin aerosol	86 0	23 8	case	—	—	
Amesec (413 Lilly) \dagger sis4A	Pulvules 100 7 7ea	—	11 4	Contessamat (673 J of H)			
S 34 2ea	—	—	51 3	camera STE	—	—	1273 1
SOO 332 6ea	—	—	498 9	SBE	—	—	1461 8
Amin-Ex (760 Liga)	low protein biscuits	23 0	—	case	—	—	76 8
Amylet (413 Lilly) \dagger sis4A	tablets 30mgm 100 1 1lea	—	2 10	de luxe	—	—	108 6
S 100 8 9	—	—	—	D Contina (673 J of H) existing entry			
SOO 49 10ea	—	—	—	Contina (673 J of H)			
S0mgm 100 2 3ea	—	—	74 9	camera LK	—	—	695 6
S 500 7 6ea	—	—	3 4	case	—	—	76 8
S000 65 8ea	—	—	11 3	de luxe	—	—	108 6
100mgm	—	—	98 6	D Cordilox (583 HP)			
100 3 0ea	—	—	4 6	tablets 40mgm 100 72 0ea	19 9 1/2ea	127 10	
S 11 9ea	—	—	17 7	Cortic-Gel (324 Crookes) \dagger s4B			
5000 110 0ea	—	—	165 0	20i.u./mil Smils 1S 9ea	—	—	
200mgm	100 S 3ea	—	7 10	40i.u./mil 5mils 26 6ea	—	—	
S 23 3ea	—	—	34 10	D Cossack (563 Hampshire)			
Andre Philippe (48 AP)	shampoo rose, lemon, liquid, medicated	14 10 0	2 9	talcum 21 7 1/2	S 11 1/2	2 11	
D Aquatheron (83S M & J)	shampoo liquid 16 —	—	—	Cosy (980 Photopia)			
D Aqua Velva (1113 S & B)	—	—	—	flash unit II P18	—	—	37 6
I Aqua Velva (IS24 Chembro)	—	—	—	Cotazym B (917 Organon)			
Astrem (1320 W5P) \dagger s1	hand care 4oz 48 0	—	12 11	tablets 30 6 6ea	—	9 9	
Atrixo (1164 SSL)	hand care tin 409 120 1	32 S	17 9	120 23 4ea	—	35 0	
tube 413 20 7	S 7	3 1	—	Coty (301 Coty)			
Ayrton (78 AS & Co)	antiseptic cream	10 0	2 9	cream powder	—	—	
14 0	—	—	slip away compact	47 6	12 9	7 0	
—	—	—	formula E	—	—		
—	—	—	beauty facial 316 44 0	12 0	6 6		
—	—	—	instant cleanser	—	—		
—	—	—	301 74 9	20 0	11 0		
—	—	—	—	moisture balancer	—	—	
—	—	—	304 93 3	25 0	13 9		
—	—	—	nourishing cream	—	—		
—	—	—	310 76 3	20 6	11 3		
—	—	—	revitalising cream	—	—		
—	—	—	313 86 6	23 3	12 9		
—	—	—	skin freshener 307 76 3	20 6	11 3		
D Credo (1169 GS & S)	deodorant stick	38 0	10 5 1/2	Credo (1169 GS & S) deodorant stick	—	—	5 6
D Cuban Boy (422 EG) existing entry	molasses	—	—	Cuban Boy (422 EG)			
D Cuban Boy (422 EG)	liquid	16oz	20 0	—	—	2 1	
—	tablets	100	25 2	—	—	3 0	

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* TETANUS

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BURROUGHS WELLCOME & CO. (*The Wellcome Foundation Ltd.*) LONDON

250	52	6	—	6	3		500	87	9ea	—	131					
400	77	8	—	9	3	Ponytail slides	1000	170	2ea	—	255					
Cutex (493 Gamble)	nail polish pearl	30	6	8	4½	carded	163; 166	7	1	1	1					
Danbar (506 Gerhardt)	candrum treatment	4oz	84	0	23	0	164; 165	11	6	3	2					
Daneral (614 Hoechst) ts7	elixir	100mls	57	0	—	rainhoods	179	7	6	10	0					
D	tablets 10mgm	4oz	84	0	23	0	roller pins packets	103; 104	6	6	1	0				
Daneral-SA (614 Hoechst) ts7	tablets	10	64	0	—	shampoo egg flip	4oz	12	10	3	6					
	50	22	Sea	—	34	0	lacquer removing	sachet	6	6	1	0				
Daranide (837 M&D) ts4B						2oz	12	10	3	6	2	0				
Denman (22 RA)	bath brush	D18	30	0	8	3	styling brushes	radial	149	13	0	1	1			
	hair brush					flat	150	17	0	—	2	6				
	minor	D3	50	0	13	9	combrush	153	8	0	1	3				
	styling	D4	82	8	22	9	151	17	0	—	2	6				
	éclat naturel					wood handle	flat	157	8	0ea	14	6				
D		D37A	200	0	55	0	radial	202	7	0ea	12	6				
	ebonised	37B	200	0	55	0	semi-radial	158	12	0ea	21	6				
	comb Rosella	6	8	1	10	twist	176	12	0ea	21	6					
D	Depinap (6) AFC)					nylon	201	7	0ea	12	6					
I	Dermatec (938 PD)	comfort pads	40	0ea	4	5ea	D	Dex (994 P & M)								
	Devon "Comfy" (1404 DHA)	combs pocket	196	8	0	2	2½	Dex (832 MW)								
	styling	255	9	8	2	2½	Di-Adreson (917 Organon) TS									
	tail	177	8	0	2	2½	tablets Imgmg	500	18	9ea	—	28	2			
	teasing	198	8	0	2	2½	Di-Adreson F (917 Organon) TS	tablets Imgmg	500	18	9ea	—	28	2		
	metal	3059	9	8	2	2½	D	Dizfrutes (994 P & M)								
	3159; 3169	24	0	6	7	1	Dizfrutes (832 MW)									
	3119; 3129; 3139	24	0	6	7	3	Dietriums (312 AC)	tablets	42	26	0	—	4	6		
	hair bands	146	14	6	1	7	D	Digestoids (994 P & M)								
	147; 167	22	0	2	5	2	Digestoids (832 MW)									
	148; 178	29	6	3	3	2	Dilavase (917 Organon)	tablets	50	86	0	—	10	9		
	haircharmers					250	29	6ea	—	44	3					
	bath'n shower cap	171	41	0	4	6	D	Dimotapp (1071 Robins)	elixir	16oz	18	10ea	—	28	3	
		208	48	0	5	3	tablets L.A.†	100	33	5ea	—	50	2			
	beauty rainhood					†	500	160	0ea	—	240	0				
	boudoir cap	193	41	0	4	6	D	Dorbanex (1061 Riker)	capsules	30	104	0	—	13	0	
		174	41	0	4	6	300	78	0ea	—	117	0				
	bouffant cap	192	48	0	5	3	D	Dristan (655 ICC)	tablets	24	43	6	—	4	10	
	draw string mob					old packs	—	—	—	—	—					
	cap	172	48	0	5	3	D	Drummer (406 WVE)	air freshener junior	6	8	—	—	10		
	mob cap	194	37	0	4	1		minor	6	0	—	—	9			
	nylon bandeau	170	26	0	2	10½		lavatory sanitizer	13	4	—	—	1	8		
	nylon beauty					D	Duo gastrone (117 BPL)	capsules	28	41	2ea	—	61	9		
	hood	175	33	0	3	7½	—	—	—	—	—					
	hair grips	276	5	0	1	4½	D	Duvadilan N.A. (324 Crookes)	tablets	60	120	0	33	0	17	9
	carved	277	8	2	2	3	—	—	—	—	—					
	hair nets nylon					D	D	Edixa (980 Photopia)								
	invisable	HN2	3	8		4½		Edixa (1565 P. Plus)								
	slumber	HN3	5	2		7		camera Prismat TTL								
	roller	HN4	9	4	1	0	with f2·8 lens	—	—	—	—	1199	6			
	beaded	HN6	18	6	2	0½	with f2 lens	—	—	—	—	1399	6			
	triangular setting	HN7	22	0	2	5	Prismaflex	—	—	—	—	999	6			
	hair pins packets	3	10		2	0	D	Edixamat (980 Photopia) existing entry								
	hair rollers without brush packets	10CP; 11CP;				7	D	Edixamat (1565 P. Plus)	camera Reflex D							
	12CP; 13CP;	14CP	12	10	3	6	body only	—	—	—	—	1163	3			
	with brush packets	10BCP; 11BCP;				2	with f2·8 lens	—	—	—	—	1987	2			
	12BCP; 14BCP;	15BCP	18	9	5	2	with f1·9 lens	—	—	—	—	2316	9			
	magic mesh without brush packets	180; 181; 182;				2	D	Elastoplast (1155 5 & N)	Airstrip tin	7920	13	1	—	1	6	
	183; 184	12	10	3	6	1	7921	21	7	—	—	2	6			
	with brush packets	185; 186; 187;				2	7922	34	6	—	—	4	0			
		188	18	9	5	2	D	old packs	—	—	—	—	—			
		189	21	6	5	11	D	Enterocid (187 BS) tablets	—	—	—	—	—			
	polybrush packets	110	12	0	3	3½	D	Eppy (1154 SNP) †	ophthalmic solution	7-5mls	14	9ea	—	22	2	
		111	13	6	3	8½	—	—	—	—	—	—				
		112; 119	15	0	4	1½	D	Equipose (969 Pfizer) ts4B	capsules	25mg	50	16	8ea	—	25	0
	bobble packets	113	12	0	3	3½	D	Estee Lauder (425 ELC)	nail lacquer silver	—	—	—	—	—		
		114	13	6	3	8½	D	Eumig (673 J of H) existing entry	camera S2	—	—	—	—	—		
		115	15	0	4	1½	case	—	—	—	—	400	9			
	snap-on packets	116; 117; 118	9	8	3	8	D	Viennette Super-8	—	—	—	—	70	9		
	foam packets	116; 117; 118	9	8	2	8	D	C16	—	—	—	—	1337	10		
	Comfy boxed without brush	116; 117; 118	9	8	2	8	D	holdall	—	—	—	—	3229	9		
		10	3	9	1	0½	D	projectors	P8 standard	—	—	—	—	282	11	
		11	3	2		10½	D	automatic novo	—	—	—	—	555	0		
		12; 13	2	8		9	D	Eupro-Zoom	—	—	—	—	655	0		
		14	2	1		5	D	Mark M standard-8	—	—	—	—	180	0		
	with brush	10B	7	0	1	11	D	with Eupro-Zoom	lens	—	—	—	—	875	0	
		11B	5	4	1	5½	D	lens	—	—	—	—	—	1030	0	
		12B	4	10	1	12	D	with Euprovar	lens	—	—	—	—	—	—	
		14B	4	3	1	2	D	Mark M Super-8	—	—	—	—	—	—		
		15B	8	8	2	4½	D	with 15-25mm	fl.4 lens	—	—	—	—	875	0	
	hair slices	13B	8	6	2	4	D	fl.4 lens	—	—	—	—	735	0		
		14B	13	0	3	7	D	fl.6 lens	—	—	—	—	1790	0		
		152; 160	24	0	6	7	D	Mark S standard-8	—	—	—	—	1795	0		
		122; 121	40	0	11	0	D	Mar S Super-8	—	—	—	—	—	—		
	pin curl clips	126; 207; 209	8	0	2	2½	D	Eutonyl (2 Abbott) ts4B	Film tabs 25 mm	—	—	—	—	—	—	
						11	D	100	39	4ea	—	59	0			
						11	D	500	194	9ea	—	292	1			
						11	D	1000	377	10ea	—	566	9			
						11	D	100	17	9ea	—	26	8			
						11	D	100	39	4ea	—	55	11			
						11	D	500	194	9ea	—	23	2½			
						11	D	1000	377	10ea	—	30	5½			
						11	D	1000	122	10ea	—	29	6½			
						11	D	1000	122	10ea	—	20	3½			
						11	D	1000	122	10ea	—	10	3½			
						11	D	1000	122	10ea	—	55	11			
						11	D	1000	122	10ea	—	14	11½			

D	Milton (849 M) antiseptic 80oz 13 2ea sterilising unit 7 7ea	— 4ea 17 6	N.P.U. (810 Maw) vacuum Nu-flask 23oz 63 0 7 6 8 6	carded 3 8 — 51 plastic nipple shields 7 0 — 10 styptic pencils 2 9 — 5
I	Mimospray (1413 P & S) (distributors 1545 Vestric)	—	I Nu-Rub (810 Maw) kitchen roll 13 6 — 1 6	tincture and lotion brushes 3 2 — 5 duck size 4 3 — 6 favelon 5 3 — 8
I	Minims (1154 SNP) amethocaine hydrochloride 0.5% 100 65 Oea	— —	I Old Spice (1131 Shulton) hair groom 37 6 10 1 5 10	goose size 6 9 — 10
I	Minuscine (2%) 100 65 Oea	— —	hair groom lime 54 0 14 6 8 5	pumice stone 6 9 — 10
I	Minolta (667 JCL) cameras 35 mm A5-5 — — 636 9	D Olva (76 Atkinson)	suntan lotion cream 48 6 13 4 7 5	Presence (Houbigant (I Abbey)) eau de toilette 127-24 — — 17 9
I	AL-F — — 759 6	I Omega (1178 Stafford, †) oil liniment 1½oz 12 9 3 6 1 10	Pretty Feet (1113 5 & 8) existing entry	
I	Electro-Shot — — 999 6	I Omnitivate Forte (1285 Vitamins) tablets 4oz 30 0 8 3 4 1	Pretty Feet (1113 5 & 8)	
I	Hi-Matic 75 — — 999 6	I Optima (16 AGL) cameras 100 15 Oea — 22 6	bottle 50cc 34 1 9 4 4 7	
I	Hi-Matic 9 — — 1199 6	Rapid 250V — — 731 10	roll ball applicator 55cc 37 10 10 5 5 1	
I	Repo 5 — — 598 11	I Orabase (1176 Squibb) paste 5gm 19 0 5 0 2 10	Pristacin (623 HP) pieces 144	
I	cameras 2 in square Autocord — — 1171 11	D Ora-jel (1141 Simpkin)	Propaderm-C (34 A & H) TS	
I	Cd5 — — 1447 7	I Ora-gel (1141 Simpkin)	cream 15gm 8 4ea — 12 6	
I	cameras cine 8mm Autopak 8-53 — — 1331 3	I Orlane (1145 Sirex) anti-rides 756 — — 39 0	50gm 21 4ea — 32 0	
I	8-K3 — — 1599 6	757 — — 75 6	ointment 15gm 8 4ea — 12 6	
I	8-K7 — — 2199 6	Boreale 536 — — 19 6	50gm 21 4ea — 32 0	
I	8-K11 — — 2763 6	eye shadow powder 618 — — 27 6	Purapen G (1393 BRL) T5	
I	cameras instant load 16-11 — — 364 0	palette 4 619 — — 33 0	vial 500,000 units 1 6ea — —	
I	16-P5 — — 249 5	lauria 933 — — 27 6	1 mega 2 3ea — —	
I	16-MG kit — — 840 0	poudre desse 914 — — 17 6	G-Tips (256 CPL) cotton swabs 300 22 0 — 2 9	
I	Autopak 700 — — 799 6	vesperale 639 — — 30 6	Queen (151 Boutalis) foundation cream 38 0 10 6 5 6	
I	cameras S.L.R. SRIV f2 lens — — 1399 6	Orthoxicol (1263 Upjohn) †DDI syrup 2oz 2 11ea — —	Radiol (1023 Radiol) 4-oils 10oz 105 0 28 10½ 15 6	
I	SR7V fl-8 lens — — 1799 6	16oz 20 9ea — —	Rand (1540 5DR) automatic tooth brush 20	
I	SRT101 fl-4 lens — — 2799 6	D Ospolot (452 FBA) tablets 50mg 250 31 8ea — 47 6	home kit 20 8ea 5 8ea 37 6	
I	fl-7 lens — — 2399 6	Overbridges (925 Overbridge), (distributors 1545 Vestric)	travel kit 16 8ea 4 7ea 29 6	
D	existing camera entry — —	original lung tonic	Regula (980 Photopia) cameras	
D	Minoltina 8 (667 JCL)	D Pacquin (1113 5 & B)	Olympic IA — — 479 6	
I	Minox (673 J of H) camera B — — 1673 10	I Pacquin (1552 UL) mauve label	case — — 58 1	
I	black satin finish — — 1886 0	I Pagan (981 Picot) perfume ½oz 80 6 22 2 12 0	Sprinty C — — 159 6	
I	projector Minomat N — — 1370 0	D Pandrin (346 Dales)	case — — 58 1	
I	Minotac — — 800 0	Pandrin (1457 PP Ltd.)	Sprinty 8C — — 279 6	
I	Misslyn (1440 ILL) nail varnish cream 37 0	D Parke-Davis (938 PD) adrenaline chloride solution 1-1000, 10 mils	flash unit variant F — — 248 11	
I	pearl 51 0	D PCM (878 Napp) tablets 100 60 0 — 6 8	variant F5 — — 319 6	
I	Demipearl 46 0	500 22 Oea — 29 4	cameras	
I	Morny (862 Morny) —	D Peptinol (956 Peptinol)	Rapid SE —	
I	soap French Fern, June Roses, Pink Lilac, Gardenia, Lavender Flowers, Blue Carnation, Lily of the Valley, Wild Rose, Verbena, Sandalwood toilets (1) — — 2 3	I Personna (438 ER) blades, stainless, single edge 4 45 9 12 7 3 3	Rapid SL —	
I	bath (1) — — 3 7	D Peru (990 Peru) liquid extract 51 9 14 2½ 7 6	Sprintomatic —	
I	visitors disks (5) — — 6 3	I pomade 51 9 14 2½ 7 6	Reguletts (333 Cupal) laxative tablets	
D	old packs — —	I tablets 51 9 14 2½ 7 6	carton 30 15 6 3 10 2 4	
I	Movex (16 AGL) cine camera — —	D Photoflux (977 PE) flash bulbs PF60 26 0 — 3 0	tin 12 8 3 2 1 1 4	
I	auto outfit 5 small — — 599 6	PF100 32 6 — 3 9	36 15 6 3 10 2 4	
I	large — — 714 0	PF45 26 0 — 3 0	Renaissance (1052 Revlon) Moon Drops	
I	outfit 5V — — 904 5	PF60/97 26 0 — 3 0	blushing silk 5225 97 6 26 10 14 9	
I	Mr. Nicol (1466 Nichol) hair spray for men 24 3	PF100/97 32 6 — 3 9	Restograi (203 Brynn) hair tonic 111 0 30 6 15 6	
D	Mum (172 BCMCL) existing entry	PF45/97 26 0 — 3 0	Revlon (1052 Revlon) Overbridges (925 Overbridge)	
I	Mum (172 BCMCL)	D Pickles (982 Pickles) Koolstick 24 0 6 7 3 6	Blondsilk 115 3 31 8 17 6	
I	aerosol spray 3oz 47 3	Pitressin (938 PD) †548 tannate in oil 1ml 10 160 0 — 20 0	Colour Silk ‡ 115 3 31 8 17 6	
I	4½oz 58 3	D Peru (990 Peru) perfume 9047	Ultrasilk 115 3 31 8 17 6	
I	body spray 32cc 25 3	D Placodin (187 B5) tablets	Richard Henry (295 CM & R) hair sprays 31 0 8 6 4 7	
I	65cc 42 8	Plus (1565 P. Plus) cine cameras	Riddohaler (1059 Riddell) disposable inhaler 100 0 — 12 6	
I	cream 18gm 16 2	Plumastic Super 85 Super Z20 — — 399 0	Rinstead (994 P & M)	
I	deodorant stick 19 10	D Polaroid (989 Polaroid) sunglasses 700, 701 — — 50 0	Rinstead (832 MW)	
I	lotion 22 9	204 — — 33 0	Robe d'un Soir (1469 PC) bath oil 4943 26 9ea 7 2ea 47 , 6	
I	perfumed Rollette 35 5	D Poly (721 LC) Spray Silk aerosol 6oz 47 2 13 0 6 11	talcum powder 4911 8 0ea 2 2ea 14 3	
I	refill 28 5	D Polyherb (721 LC) shampoo sachet 7 2 2 0 1 0	Roberts (1068 Roberts) zinc and castor oil	
I	Rollette for men 35 3	bottle 35 1 9 7 ½ 4 11	cream 1oz 8 2 — 11 2oz 12 7 — 1 5 4oz 19 6 — 2 2	
I	refill 29 5	D Pomade Divine (210 8 & C) 25 0 6 10½ 3 6	Ronson (1079 Ronson) automatic tooth- brush rechargeable	
I	stick for men 21gm 23 11	Ponds (256 CPL) cold cream jar 42gm 26 10 7 4½ 3 9	model 148 8ea 32 10ea 231 0	
I	84gm 55 1	dry skin cream jar 42gm 26 10 7 4½ 3 9	electric razors	
I	Mycozol (938 PD) tube — —	foundation cream jar 42gm 26 10 7 4½ 3 9	model 21 90 5ea 24 10ea 149 6	
I	Mycro (667 JCL) films (6) — —	vanishing cream jar 50gm 26 10 7 4½ 3 9	K-type 200 96 6ea 26 6ea 159 6	
I	Nappy Change (1413 P & S) (distributors 1545 Vestric)	I Portia (1160 Solport) baby balances 56 0 — 7 3	M-type 107 11ea 29 8ea 178 6	
I	aerosol foam 6oz 40 0	outfits 110 0 — 13 9	Tiara 120 7ea 33 2ea 157 6	
I	spray 15mls 40 0	iodine brushes loose 3 0 — 4 ½	hairdryers 66 88 10ea 24 5ea 147 0	
I	Neo-Endrine (1352 Wyeth) †548	D Rose Laird (1083 RL) scalp and skin lotion F35 51 0 14 0 7 7	695 114 3ea 31 2ea 189 0	
I	Nidrin (1154 SNP) 48 0	84 0 23 0 12 5	696 139 7ea 38 5ea 231 0	
I	Niegeloh (580 HD & Co.) cuticle clippers N18	144 0 39 0 21 3	Rio 60 2ea 16 6ea 99 6	
I	N18 38 6	D make-up remover corrective lotion all sizes 144 0 39 0 21 3	Rugard (1169 G5 & 5) eyeliner 96 0 26 11 3 14 6	
I	N19 41 0	R.T.U. (203 Brynn) warfarin 24 0 3 0 8 0	polymer 40 0 11 0 5 11	
I	N19 152 0	64 0 — 8 0	Sanoid (339 CG) first aid cream 12 0 — 1 6	
I	eyelash tweezers automatic N17 109 0	D Novobutane (394 DF) 50 ml pack — —		
I	nail files with handle carded (6) N16 24 6ea	Novobiocin (147 Boots) T5 tablets 250mgm 16 34 5ea		
I	Nivea (1164 55L) creme 363 41 2	100 180 0ea — 270 0		
I	polythene jar 366 39 5			
I	367 58 4			
I	Nobecutane (394 DF) 50 ml pack — —			
I	Novobiocin (147 Boots) T5 tablets 250mgm 16 34 5ea			

Oxymycin

Chelsea Drug & Chemical Co. Ltd. 310 Old Brompton Rd., London SW5

**Oxytetracycline
the full range:
Syrup, Tablets
and Capsules**

**AMENDMENTS AND ADDITIONS
TO KEY TO SUPPLIERS**

5 Actabs=Actabs division of **Acton Pill & Tablet Co. Ltd.**, Orleton Mews, London, N.7. 01-607 0022.

29 Alford=**Alfonal, Ltd.**, Alfonal House, Meadow, Farncombe, Godalming, Surrey. Godalming 3941.

64 AC=**Arcadian Confections, Ltd.**, Crediton, Devon. Crediton 2251.

113 Bencard = **Bencard, Beecham Research Laboratories, Ltd.**, Great West Road, Brentford, Middlesex. 01-560 5151.

203 Brynn=**Brynn Manufacturing Co., Ltd.**, Wigan Road, Ashton-in-Makerfield, Lancs. Ashton-in-Makerfield 77443.

336 Curacho=**Curacho Co.**, The Old Drive, Vicarage Lane, Horley, Surrey. Horley 4311.

361 Dearborn = **Dearborn (1923) Ltd.**, Kingsway House, Paradise Road, Richmond, Surrey.

447 PF=**Phillip Farrington Ltd.**, The Homestead, St. Elmo Avenue, Offerton, Stockport, Cheshire. Stepping Hill 6979.

475 FG=**Four Gee's (Wooburn) Ltd.**, Wooburn Green, High Wycombe, Bucks. Bourne End 21594.

492 Gambartra=**Gambartra, Ltd.**, 11 Centurion Road.

505 GFL=**General Foods, Ltd.**, Maxwell House, Banbury, Oxon. Banbury 4433.

512 GF=**Giles Farnaby of London, Ltd.**, 43 Dover Street, London, W.1. Hyde Park 9435.

629 HL=**Howard Lloyd & Co., Ltd.**, 103 Mount Street, London, W.1. Grosvenor 6801.

646 EI=**E. Illingworth & Co. (Bradford), Ltd.**, Shelf Mills, 5th, Yorks. Bradford 676261.

768 LA=**Lloyd Anphar, Ltd.**, 103 Mount Street, London, W.1. Grosvenor 6801.

769 LH=**Lloyd Hamol, Ltd.**, 103 Mount Street, London, W.1. Grosvenor 6801.

770 LP=**Lloyds Pharmaceuticals, Ltd.**, 103 Mount Street, London, W.1. Grosvenor 6801.

793 MFL=**Mapletons Foods, Ltd.**, Moss Street, Garston, Liverpool.

832 MW=**Meggson-Warrick (division of White Laboratories, Ltd.)**, Penarth Street, London, S.E.15. New Cross 7878.

957 Perl=**J. L. Perl, Ltd.**, 14 Westbourne Crescent, London, W.2. 01-723 6100.

994 P & M=**Potter & Moore, Ltd.**, Seymour Road, London, E.10. Leytonstone 3334.

1201 Supervite=**Supervite Manufacturing Co., Ltd.**,

107 Great Eastern Street, London, E.C.2. 01-253 0822.

1228 TAL=**Thermoset Appliances, Ltd.**, Chapel Works Evening Street, Failsworth, Lancs. Failsworth 1630.

1253 Typharm=**Typharm, Ltd.**, 439 Richmond Road Sheffield, 13. Sheffield 397260.

1369 WSHL=**Wilfred Smith (Horticultural), Ltd.**, Gemini House, High Street, Edgware, Middlesex 01-952 6655.

1383 MFCC=**M.F.C.C., Ltd.**, 14 New Meeting Street Birmingham, 4. 021-643 4588.

1393 8RL=**Beecham Research Laboratories, Great West Road**, Brentford, Middlesex. 01-560 5151.

1446 Pearmoss=**Pearmoss, Ltd.**, 53 Great Marlborough Street, London, W.1. 01-437 3102.

1540 SDR=**S. D. Rand, Ltd.**, 29 Beak Street, London, W.1.

1563 SH85=**Swiss Home Beauty Services**, 188 Church Road, Hoe, 3. Sussex. 0273-777313.

1593 Ambassador=**Ambassador Toilet Preparations, Ltd.**, 3 Gt. James Street, London, W.C.1. Chancery 8946.

1594 Bannen=**J. Bannen, Ltd.**, 34 Oxford Street, London, W.1. 636-4659.

THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

D	Adcortyl-E (1176 Squibb) ointment 50gm			D	K2r (1000 PPL)				• talcum	357	39	0	10	6	5	9		
I	Arlef 100 (938 PD)	Kapsseals	50 18 Oea	—	27 0	I	K2r (1412 Jackel)		A	Optone (690 Keldon)	357	39	0	11	1	5	6	
		250 86 Bea	—	130 0		I	L'Aimant (301 Coty)		A	Optrex (690 Keldon)	large	41	2	11	1	5	6	
A	Chemico (302 Chemico) household cleaner	medium	22 6	—	2 6	•	dusting powder		A	eye drops	small	26	3	7	0	3	6	
		large	37 6	—	4 2	•	de luxe	348 152 9		eye lotion	large	37	5	10	1	5	0	
		No. 6 tin	86 0	—	9 7	•	Splash Cologne	259-20 84 9	41	0	with eye bath	small	28	4	7	7	3	9
		28 lb. keg	23 0ea	—	30 8	•	260-20 122 3	33	7	eye masks	6	40	8	10	11	6	0	
C	Chypre (301 Coty) dusting powder	de luxe	348 152 9	41 0	22 6	•	357 39 0	10	6	single	8	6	2	3	1	3		
		talcum	357 39 0	10 6	5 9	D	Layla (1000 PPL)		I	Set de Pantene	84	6	23	3	12	6		
R	Delexin (1303 Wander) expectorant	8oz	56 0	—	7 0	I	Layla (1412 Jackel)		Paris	(301 Coty)								
		1 litre	204 0	—	25 6	D	Limmits (1552 UL)			dusting powder	348 152 9	41	0	22	6			
A	Dentu-Creme (1178 Stafford)	15 9	4 4	2 3		I	chocolate peppermint	cream	A	de luxe	348 152 9	41	0	22	6			
R	Depo-Medrone V (1263 Upjohn) TSVSO suspension (vet.)	5cc	56 0ea	—	84 0	D	Lisette (1000 PPL)		A	talcum	357 39 0	10	6	5	9			
A	Dettol (1037 Reckitt)	small	11 8	2 11 1	1 7	I	Lisette (1412 Jackel)		A	eye drops	large	41	2	11	1	5	6	
		medium	22 2	5 7 1	3 0	D	Mandrax (1087 Roussel) 1/2oz		A	eye lotion	small	26	3	7	0	3	6	
		large	36 9	9 4 4	5 0	I	tablets	1000 210 0ea	A	Splash Cologne	single	28	4	7	7	3	9	
A	Emeraude (301 Coty) talcum	357	39 0	10 6	5 9	D	Medihaler-bron (1061 Riker) 1/2oz	9 0ea	I	Pantene (261 Christy)	84 6	23	3	12	6			
A	Famel (690 Keldon) pastilles	20 7	5 6	2 9		A	200 dose	—	R	Set de Pantene	84	6	23	3	12	6		
		children's	18 9	5 0	2 6		Monogram (857 ME)		Paris	(301 Coty)								
		syrup †DDI	41 2	11 1	5 6	A	electric overblankets			dusting powder	348 152 9	41	0	22	6			
R	Ferromyn (218 Calmic) "S" tablets	100 57 0	—	7 1 1			Countess	single 170 6ea	A	talcum	357 39 0	10	6	5	9			
		1000 39 6ea	—	—			double 196 8ea		A	eye drops	large	41	2	11	1	5	6	
		with folic acid	100 72 0	—	9 0		dual 222 11ea		A	eye lotion	small	26	3	7	0	3	6	
R	Franol Expect (97 Bayer) †1/2oz	150mls 56 0	—	—			Peerless	single 137 1ea	A	eye lotion	large	41	2	11	1	5	6	
		1 litre	20 4ea	—	—		double 162 1ea		A	eye lotion	small	26	3	7	0	3	6	
D	Fullers (3 Abel)			—	—		dual 193 3ea		A	eye lotion	large	41	2	11	1	5	6	
I	Fullers (800 TM)			—	—		—		A	Set de Pantene	84	6	23	3	12	6		
R	Humagel (938 PD) TS suspension	150mls	2 2ea	—	19 9		—		A	Paris	(301 Coty)							
		360mls	30 0ea	—	45 0		—		D	Layla (1000 PPL)								
		—	—	—	—		—		I	Layla (1412 Jackel)								
A	Imprevu (301 Coty) soap (1)	282.09	36 10	9 10 1	4 11		—		A	Limmits (1552 UL)								
		(3)	110 6	29 8	14 9		—		A	chocolate peppermint								
		—	—	—	—		—		A	cream								
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		—	—	—	—		—		A	Peerless								
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SWEETEX

Best Buy
at
3'9 for 500



When you stock Sweetex, you're doing your customers a favour, and with bonuses, advertising, and display —like Sweetex—you're not doing yourself any harm, either.

Here's your bonus:

Sweetex comes in display drum outers; order a 3-dozen drum of 200's; you pay for only 2 dozen packs. Order a 2-dozen drum of 500's; you pay for only 16 packs.

200's drum costs 31/6; your profit is 31/6
500's drum costs 45/-; your profit is 45/-

National advertising:

See it in Sunday Express, Sunday Mirror, News of the World, People, Sunday Times, and Observer; the bold, bright advertising that's working for Sweetex, working for you, when you stock Sweetex at these special money-making bonus terms.

Sweetex; Britain's largest selling artificial sweetener. Give your customers the sweetener they really prefer, and earn your big Sweetex bonus. Order today through your wholesaler.

SWEETEX

Lenbrook Laboratories Limited,
1 Thane Road West, Nottingham.
Tel: 56111.

THIS'LL SPARK THINGS OFF!

Independent clinical trials prove that Gibbs Fluoride toothpaste significantly reduces tooth decay...

... something Gibbs have believed for years! And now an independent trial commissioned by Gibbs has provided positive evidence of Gibbs Fluoride's effectiveness in preventing tooth decay.

Gibbs Fluoride clinical trial:*

RESEARCH SUMMARY

Period: 3 years	Brushing Supervision: None
Panel: 657 schoolchildren	Measurement Technique:
Area: Kent (a low fluoride area)	Annual Posterior Bite-Wing X-rays
RESULT: Significant reduction in carious surfaces (28.5% in proximal cavities of posterior teeth)	

* Slack, Berman, Martin and Young. Brit. Dent. J. 123, 9-16, July 1967.

The children were split into two test groups, one using Gibbs Fluoride, the other a non-fluoride toothpaste. The results after three years were most encouraging. They clearly indicated that regular brushing with a fluoride toothpaste can lead to a marked reduction in decay, the equivalent of more than one cavity per child over the period of the trial, and this must now be considered socially significant. Regular use of Gibbs Fluoride toothpaste in this country would mean several million fewer cavities every year. One more good reason to recommend Gibbs Fluoride - already your customers' favourite fluoride brand.



STAND BY FOR ROCKETING SALES!

**STOCK UP WITH GIBBS—
BRITAIN'S BEST-SELLING
FLUORIDE TOOTHPASTE**



C & D CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

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TELEPHONE: 01-353 6565

Goods Delivered When the Shop is Shut?

EXPERIMENTS in out-of-hours delivery of goods to grocers in the Greater London area that are currently being organised by the freight group of the Transport Council for London (see p. 93), are liable to become the pattern for future delivery in other trades and in other parts of the country. An earlier and smaller scheme organised by the Food Manufacturers' Federation and tried out for twenty-four weeks during May to October 1966 was, according to a report by the Distributive Trades "Little Neddy," a "success within the limitations acknowledged by participants before the experiment began." Hence the more ambitious trial now mentioned.

The advantages that manufacturers would derive if their transport department could effect deliveries during the night as well as during the day are obvious enough. The disadvantages to the shopkeeper in having to provide night staff to accept the goods must also be patently obvious. Yet the congestion on the roads in towns and cities during normal shopping hours may in some places have reached saturation point, bringing frustration alike to the delivery man, the shopkeeper and the shopper.

If the scheme to be tried out on London grocers in the autumn proves successful, then other businesses—among them pharmacies—may be asked to involve themselves in similar schemes. For every small pharmacy to provide the proper reception facilities, as envisaged by the manufacturers, would in our view place an intolerable burden on the proprietor, who is already under the handicap, not shared by traders in general, that he must be physically present in his premises at all times the shop is open unless another pharmacist is able to deputise for him. That means that his leisure time is already often much less than that of his neighbours in other shops.

Another snag for pharmacists would be that any opening of the pharmacy door at night, when only one person was present in charge of the premises, would heighten the risk of enforced entry by intruders—in search, perhaps, of Dangerous Drugs—at a time when demands are being made on pharmacists to increase the security of their premises.

At this stage no one can be expected to provide a cut and dried answer to an undoubtedly problem, but it may not be too early to enter into preliminary discussions with one's local colleagues so as to get their views on what action might be taken jointly if it became essential to accept the idea of night deliveries. Discussions might turn for instance, on the feasibility of establish-

ing a central dépôt manned on a rota basis or jointly paid for. The report points out that money saved by the manufacturers on their deliveries would have to be used to help defray the extra costs incurred by retailers.

Entitlement to Redundancy Payments

A POINT of some importance under the Redundancy Payments Act, 1965, was determined by the High Court in the first case reported under the Act, namely of *Morton Sundour Fabrics, Ltd. v. Shaw*. The question raised was what constitutes a dismissal of an employee by an employer.

The Act entitles an employee to a payment when he is dismissed on grounds of redundancy. If, however, the employee himself gives notice, he loses his entitlement to compensation. Under the Act the employee is held to be dismissed by his employer "only if the contract under which he is employed is terminated by the employer." The termination may be either oral or in writing. In the case referred to in our opening paragraph the judges decided that an intimation or warning given by the employer to the employee that the employment was about to cease, or that it would be terminating shortly in the future, was not sufficient to constitute a "dismissal" such as to entitle the employee to a redundancy payment. A notice of termination must specify a date on which the employment was to come to an end—or—particularly where oral statements were made—must contain facts from which an inference as to a definite date of termination could be drawn. In the Morton case the company decided to close down one of its departments. One of its directors, in the desire to be helpful and to give ample warning to the employee, who had been with the company for over thirty-five years, notified him that the company had decided to close down his department at some date in the near future, but without specifying any date.

Later, the employee, having found another job, himself gave notice terminating his employment and left. The Court held that what had been said by the director about closing down the department did not amount to a notice terminating the employment, if only for the reason that no date was specified. Nor, in the view of the Court, could any inference be drawn that what had been said was to be treated as a notice of dismissal at a fixed date, since twenty-eight days was the minimum period of notice to which the employee would have been entitled by Statute. Accordingly the company was held not to be liable to make any redundancy payment to the employee.

Any Business Questions?

*I am forming a company to take over my pharmacy.
Is it necessary for the registered office to be at my premises please?*

THERE is no reason why your business premises should be registered as the registered office. You must have a registered office, but your accountant or solicitor could probably arrange for it to be at his premises.

Our articles of association make it necessary for a director to hold ten qualifying shares. What is the position please where a person appointed a director does not take up his qualifying shares?

IF within two months, or if the articles provide a shorter period within that time, a director does not take up his qualifying shares his office is automatically vacated. If he then acts as a director he is liable to a fine of £5 for every day thereafter until the last day on which he is proved to have acted as director.

Pharmaceutical Society of Ireland

MONTHLY MEETING OF COUNCIL

(Concluded from THE CHEMIST AND DRUGGIST, July 22, p. 81)

THE REGISTRAR referred to the arrangement introduced by Galway County Council on June 1, under which medical card holders and persons classified as "hardship" cases could obtain drugs and medicines from Portiuncula hospital on prescriptions issued by private doctors (see *C. & D.*, June 24, p. 592). He said that the council manager had promised to review the situation with local pharmacists at the end of a month's operation of the scheme.

MR. POWER said he understood that under the new arrangement the local authority pharmacist was working only an additional six hours a week and that overheads were not charged. He did not know how local pharmacists could economically compete with the arrangement. MR. O'DONNELL feared that once the new practice was established it would be continued. The issue at stake was whether a private hospital should go into competition with private pharmacists.

MR. POWER said he had been informed that in co. Roscommon "hardship" cases were being absorbed into the lower income group. It was time the matter was taken up with the County Managers' Association as there was a continual irruption into the field of the community pharmacist. The suggestion was agreed to.

MR. O'DONNELL suggested that the county manager had only to recommend that the proper person to dispense for "hardship" cases was the pharmacist and the recommendation would be implemented immediately by the Department, but THE REGISTRAR pointed out that that conflicted with the experience in Cavan where the county manager had said he had no power to negotiate with pharmacists.

On the motion of THE PRESIDENT, congratulations were extended to pharmacists who had been successful in the recent local elections. Mr. Power thought that those pharmacists should endeavour to secure election to the various health advisory subcommittees.

Courses on Agro-chemicals

MR. WALSH reported that the Practice of Pharmacy Committee was recommending that attention should be given to the introduction of post-graduate courses in the subject of agro-chemicals. Progress was reported in the preparation of a code of ethics and the drafting of proposals for setting up a disciplinary committee.

On the suggestion of DR. BOLES it was agreed to give consideration to the question of membership of pharmacists convicted more than once of breaches of regulations.

Mr. O'Donnell was appointed to represent the Council at the forthcoming congress in Toronto, Canada, of the International Pharmaceutical Federation.

Permission was granted to the Irish Pharmaceutical Association to hold three lectures in the College of Pharmacy during the coming Pharmacy Congress in September.

THE REGISTRAR reported the deaths of Kieran Flynn, L.P.S.I., Augustine Stockwell, M.P.S.I., and W. Graham Wilkinson, dispensing chemist and druggist. MR. WALSH paid tribute to Mr. Stockwell, whose death at an early age, he said, was a great loss to pharmacy. Mr. Stockwell he described as a great pharmacist and a great medical representative, a loyal member and one who took an active interest in all pharmaceutical affairs.

Mrs. Mary C. F. Vaughan (*née* Ryan), L.P.S.I., and Mrs. Mary Fagan (*née* Reilly), Asst., who submitted marriage certificates, were granted change of name in the Register.

The following changes of address were noted.—M. J. McAuliffe, L.P.S.I., to 12 Sandymount Castle Road, Sandymount, Dublin, 4 and D. J. O'Connell, L.P.S.I., to 49 Farranlea Grove, Model Farm Road, Cork.

Philomena Mary Callaghan, The Bungalow, Blakestown, Ardee, co. Louth, was granted registration in the Pharmaceutical Assistants' Preliminary Register.

The Licence certificates of Marie P. Killian, Kellybrook, Knockerogher, co. Roscommon and Maureen W. Lang, 1 Circular Road, Sligo, were signed and sealed.

Marie P. Killian, Kellybrook, Knockerogher; J. P. O'Donoghue, 27 Upper Fitzwilliam Street, Dublin, 2; J. J. Durcan, 6 Chapel Street, Castlebar, co. Mayo and B. V. Perney, Sunnyside, Kilcullen, co. Kildare were nominated for membership.

The following were elected to membership:—Mary Malone, L.P.S.I., Main Street, Labasheeda, Ennis, co. Clare; Mrs. Mary C. F. Vaughan, L.P.S.I., 20 Hillhouse Estate, Lucan, co. Dublin; Mrs. Agnes M. Nugent, L.P.S.I., 21 Main Street, Longford; J. J. Kelly, L.P.S.I., Allihies, Bantry, co. Cork; J. C. Walsh, L.P.S.I., 123 Shandon Street, Cork; R. J. McCullagh, L.P.S.I., 46 The Rise, Mount Merrion, co. Dublin.

Apologies for absence were received from Messrs. J. Gleeson, T. Harty, V. McElwee, B. J. Murphy and M. Power.

Members present were.—Messrs. T. R. Miller; R. J. Power; W. E. Boles; H. P. Corrigan; C. J. Cremen; Miss L. Cunniffe; and Messrs. D. J. Kennelly; F. Loughman; J. P. O'Donnell; G. C. O'Neill; T. B. O'Sullivan; R. J. Semple and M. F. Walsh.

At a meeting of the Benevolent Fund, which followed, grants totalling £182 were passed for payment in respect of the months of July and August.

NEW BOOKS

Oil, Detergents and Maintenance Specialities, Vol. 1

BENJAMIN LEVITT, F.A.I.C. *Chemical Publishing Co., Inc.*, 212 Fifth Avenue, New York, U.S.A. 8½ x 5½ in. \$13.75.

THE author in his introduction mentions that this is the first of two volumes based on his earlier book "Oil, Fat and Soap," though they must be considered as entirely new books. The present volume provides a comprehensive survey of the industries and should prove a useful reference book for manufacturers, students and research workers. The work is in three divisions: Raw materials (natural and synthetic), manufacturing processes and tests, and applications. The text is written in an easily understood style.

Essentials of Chemistry

G. O. LUROS, M.A. AND J. C. TOWNE, PH.D. *Pitman Medical Publishing Co., Ltd.*, 46 Charlotte Street, London W.1. 9½ x 6½ in. Pp. xi + 356. Seventh edition, 60s.

INTENDED for American students as an introduction to inorganic, organic and molecular biochemistry, the text makes continual reference to applications of the elements and compounds being discussed. Illustrations are numerous. The work takes account of recent changes such as the use of carbon instead of oxygen as reference element for atomic weights. In the "unit" on biochemistry the concept of the high-energy bond; energetics of reactions and energy requirements of living systems have been introduced. The chemistry and biochemistry of nucleic acids are included for the first time, with discussions of their rôle in viruses, genetics and protein biosynthesis. Review questions are appended to each chapter.

The Use of X-ray Diffraction in the Study of Protein and Nucleic Acid Structure

K. C. HOLMES AND D. M. BLOW. *John Wiley & Sons, Ltd.*, Glen House, Stag Place, London, S.W.1. 8½ x 5½ in. Pp. 126. 30s.

IN this reprint from *Methods of Biochemical Analysis*, Volume 13, the original pagination has been retained but text and figures have been corrected or changed where that was felt necessary. After dealing with the principles of x-ray diffraction the book discusses techniques of measurement of x-ray intensity data and interpretation of x-ray diffraction data from crystals. Diffraction by fibrous proteins and nucleic acids is next considered and the interpretation of fibre diagrams discussed. The book concludes with four examples of fibre diffraction and an extensive list of references.



AS was to be expected, a spate of letters, mostly critical and even in some cases practically abusive, followed the announcement of the adjustment of contractors' oncost payment. Some of those criticisms are surely genuine. I would like to mention two points that seem particularly wrong to me. First, while the notional salary for proprietors has certainly been adjusted upwards, it is surely still somewhat on the low side, and certainly should not at this moment in time be tied to a working week of forty-nine hours. Even if the basic salary cannot be further adjusted upwards, it must be related to a week of, say, forty or at the most forty-two hours, and the necessary adjustments made to bring it into line with the forty-nine-hour week which one assumes to be the average time put in by proprietor pharmacists; the extra hours, of course, to be at time-and-a-half or perhaps double time.

Net Profit Less than 5 per cent

The second criticism which I would make is to the unreality of the figure of fivepence halfpenny net profit per prescription. On the present average prescription cost, that represents a net profit of somewhat less than 5 per cent. or, to put it into plain figures, about £500 net profit for a pharmacy dispensing 20,000 prescriptions a year. Whilst I do not know where the basis of fact arises in that fivepence halfpenny figure, I would suggest that it is time some rethinking was undertaken.

My colleague Mr. Glassman has come forward with the type of letter which can be guaranteed to make its appearance; "Sack the Central N.H.S. Committee." If he would study the method of appointment of the members of the Committee, he would quickly realise that it is quite impossible to sack them, at least until next year's National Pharmaceutical Union elections when, if he feels as he does now, he will be able to stand for election to the N.P.U. Executive and, if successful, will at least be privileged to have his say as to the composition of the Central N.H.S. Committee for the following year. However, may I just say a few words in defence of the present members of the Central N.H.S. Committee? They are certainly not spineless creatures, as suggested by Mr. Glassman, but hard-working pharmacists who, at least so far as those representing private contractors are concerned, stand to lose personally over this oncost adjustment. From my intimate knowledge of many of them, I would assure all my readers that they have done their best in a really difficult situation.

Health-centre Problem Acute for Some

Last month I mentioned some of the more general problems associated with health centres. Since then I have had my attention drawn to a particularly interesting problem which is at this moment being presented. To some extent the stage was set about two years ago, when a small community that supported one pharmacist was suddenly enlarged to act as an overspill area for a nearby city. Three large new estates were built. They were really large (probably over 500 population each). On each estate the local authority made available shop accommodation for a pharmacy and, presumably in order to better attract a pharmacist, actually built a doctor's surgery next door to each pharmacy. The pharmacists and doctors moved in and, so far as could be seen, everyone was reasonably happy. The people had a good medical and pharmaceutical ser-

"OPEN SHOP"

An unscripted commentary on the special problems of the pharmacist in general practice

By E. C. TENNER

vice and, whilst I cannot speak for the doctors, the pharmacists developed quite satisfactory businesses. Now, however, real problems arise. The local authority has been bitten by the health-centre bug, and proposes to build central premises for the doctors, closing down the surgeries on the estates (I understand that plans are so far advanced that one surgery has already been scheduled as a future launderette) and leaving the three pharmacists in a hopeless position. They all state, and an on-the-spot examination of the position will certainly convince any practising pharmacist, that when they lose the surgeries their businesses will no longer be viable. They have therefore approached the local authority regarding the possibility of acquiring central premises, which they propose to run as a group-practice pharmacy, and it is quite possible that they will succeed in this object. A reasonable solution, one might say, but is it the answer, so far as pharmacy is concerned? We must ever have in mind two with the prescriptions resulting from domiciliary visits by the doctors, and secondly the withdrawal from this mass of people of the many other facilities which make a pharmacy something more than a mere prescription-dispensing unit. Probably the first problem could be to some degree solved by the establishment of prescription-collecting depôts, but the second, and to mind equally important one, is not so easy of solution. These estate pharmacies sell reasonable quantities of the various goods associated with pharmacies, and one may be sure that, if they are withdrawn, other shops on the estate will soon take advantage of the position, and those sales will be lost to pharmacy as a whole. The population will also have completely lost their access to a convenient source of advice and assistance. How can we deal with this matter? The three pharmacists have suggested that, since the shops are already in existence — staffed, fitted, and stocked — they should remain and be run as what might be termed part-time pharmacies. They say that it would be feasible to run the group pharmacy by two of them whilst the third circulated between the three estate shops at stated hours each day to deal with domiciliary prescriptions and any other matters requiring the personal attention of a pharmacist. During the remainder of the day, the shops would remain open for the sale of those goods that could be handled by the unqualified staff. It is felt that by this means, the shops could be kept in existence. The pharmacists are willing to give it a trial run.

It would seem doubtful whether the regulations as they are at present will allow the scheme to be tried out. So should attempts be made to alter the regulations; or can any of my readers suggest a better solution to this rather urgent problem?

ECHOES OF THE PAST COLIC IN CHILDREN

From "PRIMITIVE PHYSICK: or, an Easy and Natural METHOD of Curing Most DISEASES" by JOHN WESLEY. London, 1772.

GIVE a Scruple of powder'd Anise-Seed in their Meat: Tried.

COMMENT DE-KLINED: "Dr. John C. Webber, who in February was medical adviser to the Smith Clinic and French Laboratories, manufacturers of Parstelin, said the drug was intended for the treatment of severe depression."—*Guardian*.

HOLOGRAPHY

A new method of recording 3-D images

F. Bestenreiner, D.Ph. (Agfa-Gevaert, Ltd.)

A FIELD of research and development—holography—that has arisen in recent years has already led to an impressive number of important scientific results. It has also led to sensational Press reports. What is a hologram, how is it produced and what are its applications?

Although photographic methods are used for its realisation, holography is essentially different from conventional photography, which is the mechanisation of pictorial realisation. The resultant photograph is a new object, which only shares a resemblance with the original, one of the most important differences being that the entire depth of the three-dimensional object space has been compressed into a single plane—the surface of the photograph. Strictly speaking, only one plane of the object space appears sharp in the photograph, all others exhibiting a more or less visible unsharpness. Holography produces the representation of the object in a completely different way. Primary phenomenon of our capacity to see is the creation of the retinal image. The medium that causes the stimulation of the retina is the light reflected by the object. However, the reflection process causes a considerable change in the incident light, which is modified by the special structure of the reflecting object. The entire space between object and eye is filled with light as carrier of the structure of the object, and the image on the retina is its immediate effect. So if it were possible to produce that specific light structure in the space in front of the eye by some artificial means, exactly the same image would result on the retina. In other words, the original object would be observed though not actually present.

By holography that artificial means is provided by the creation of optical effects that are regarded in conventional photography as rather unfortunate disturbing phenomena: diffraction and interference of light. Both effects depend upon the fact that light is an electromagnetic oscillation propagated in space in the form of waves. In particular, the interference effect is based on the fact that, when two sets of waves arrive at the same point, they will combine their effects to add, reduce, or cancel each other out according to whether they arrive in step (in phase) or out of step (out of phase). The phenomenon is the cause of the Newton's rings seen in a projected transparency. Fig. 1 shows how the interference effect is used to record the total wave structure of the light emanating from an object as a hologram.

Light reflected by the object is mixed with light travelling direct from the same light source and the resultant interference phenomena are recorded on a photographic plate.

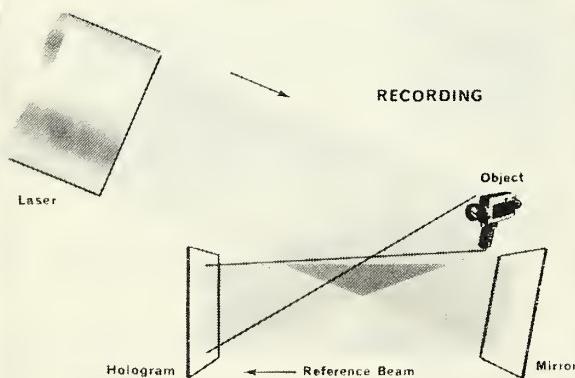


Fig. 1

After processing, the plate is uniformly grey in appearance and does not obviously reveal anything of the subject matter. However, when the plate is viewed under a microscope (Fig. 2) an extremely complicated interference pattern is seen, which is apparently merely an indiscriminate mottle. That mottle, however, modifies a transmitted light wave with the structure of the subject by means of diffraction and interference. The light wave then possesses all the properties it would have had if it had been actually reflected by the subject.

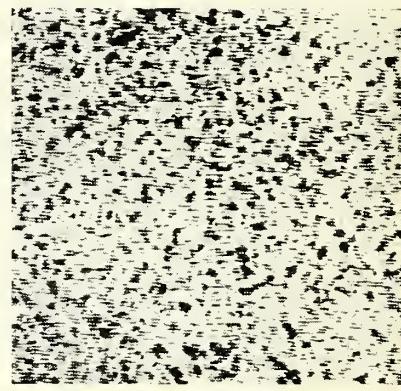


Fig. 2

The light source shown in Fig. 1 is a laser. Laser light was, indeed, the special means that made holography possible. Dennis Gabor, of the Imperial College of Science and Technology in London, discovered holography in 1947, but little progress was made in its study until 1960, when the laser was invented. Laser light is strictly monochromatic (of a single wave length) and—most important of all—coherent, i.e. all the waves are in phase. Those two properties are the basic conditions for the production of a hologram. When viewing a hologram it is also best to use laser light, though in many circumstances the good monochromatic filtered light from a mercury-discharge lamp is sufficient.

Fig. 3 shows the reconstruction of a hologram, in which two images are produced: a virtual and a real image. The optical axes of these two images subtend the same angle to the normal of the hologram as that of the "reference beam" in Fig. 1 to the hologram plate when the hologram image was recorded.

The word hologram means "whole writing," expressing the fact that the entire structure of the light reflected by the subject is recorded, and that a complete visual impression of the subject is produced when viewing the hologram.

Viewing a hologram is invariably an incredible experience. The spatial effect of the reconstituted object

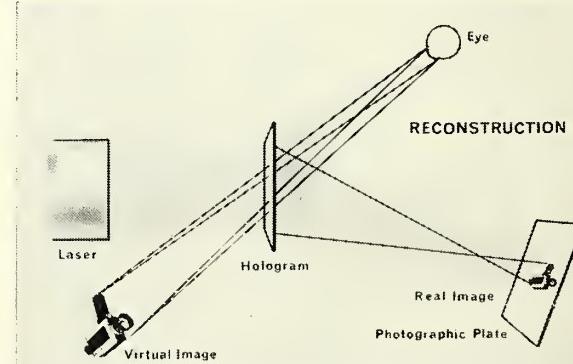


Fig. 3

does not have the unreal rigidity of stereoscopic photography. Life is infused into it by all the properties of perspective inherent in a solid object. Depending on the position of the viewer the hologram is seen in different perspectives. An object in the foreground shifts in front of one behind, or an object that at first was hidden becomes visible when the direction of viewing is changed. The enormous contrast range of holographic reconstruction—which may attain 1:100,000—contributes to that incredibly lifelike effect.

It is not necessary to use the entire area of the hologram for viewing. An aperture may be masked to the size of a key-hole, but still one sees the entire scene, though, of course, the perspective is now more restricted—just as when looking through a key-hole! Even if the hologram is broken into smithereens the entire scene can be viewed with any random fragment—but once again with the key-hole effect. Any tiny part of the plate contains all the information necessary to reconstruct the entire three-dimensional image.

Another remarkable property of a hologram is that a number of objects may be recorded on a single hologram plate by each time changing the angle of the reference beam (Fig. 3). When viewing one may sort out the different scenes by changing one's direction of observation.

Although this new method is still in its infancy, it is already possible to order holograms for publicity pur-

poses in the United States, where the process has been developed to its present form, and where costly research is being carried out, including colour holography. In other countries holograms are already used for advertising. Three-dimensional, incredibly realistic moving pictures and television are attainable though great (but not insurmountable) difficulties have still to be overcome.

Holography is of particular importance scientifically. As the hologram produces a perfect reconstruction of the light distribution reflected by the subject, it can be subjected to all kinds of photographic processes, such as enlarging, reducing, photography, even photomicrography. So-called interference holograms—produced by recording on one plate two holograms of one and the same object in a sequence—permit the study of the most minute changes, e.g. thermal expansion of 1/100,000 cm., which the object has undergone between the two exposures. Also important is the exploitation of the information capacity of photographic materials, when the image information is supplied by holography. Since several subjects can be recorded on a single plate—a fact that may be compared to carrier-frequency telephony, where a number of conversations are transmitted simultaneously. The value of this property for documentation and data processing is obvious, and points—as does this entire new field—to a most promising and probably revolutionary future.

“STARPACKS” 1967

Pharmaceutical containers among the awards



THE plastics bottle pack of Italian Marble bath bliss oil was among nine winners of gold star awards in the 1967 Starpacks contest, organised by the Institute of Packaging. Blow-moulded in PVC for Michael Denham, Ltd., Catherine Wheel Road, Brentford, Middlesex, by Fibrenyle, Ltd., it gained its award "for its elegant shape, which expresses quality, and for the skilful use of clear transparent PVC to show the fine colour of the contents with a promise of up to two years' shelf life." A non-glued chipboard pack for pharmaceuticals also received a gold award in the transit section. It was made by Chambron, Ltd., for Brocades (Great Britain), Ltd., Trend House, Pyrford Road, West Byfleet, Surrey.

Among silver star winners were an aerosol for foam shaving cream (Elizabeth Arden, Ltd., 25 Old Bond Street, London, W.1); a spray bottle for Imprevu perfume (Coty (England), Ltd., Coty House, 3 Stratford Place, London, W.1); an aluminium foil pack for

Green, Sheffield, 6, Yorks); a polythene container for Mycil powder (The British Drug Houses, Ltd., Graham Street, London, N.1), and, in the "family range" section, packs for D-Vac pollens vaccines (Bencard, Beecham Research Laboratories, Great West Road, Brentford, Middlesex).



sterile surgical stitch cutting blades (Swann-Morton (Sales), Ltd., Owlerton





CORNER SITES: Left, the pharmacy of John Holmes, 74A Holmfield Road, and right, that of R. Wright, 282 Church Street, Blackpool.

CONFERENCE VENUE 1967

Attractions and pharmaceutical interests of Blackpool

BLACKPOOL has no inhibitions about claiming to be the premier holiday resort in Great Britain. Entertainment is its main industry, and there is an annual influx of between seven and eight million visitors. Many of them



Section of the dispensary, the Victoria Hospital.

visit the famous Blackpool illuminations, in which more than 375,000 coloured lights transform six miles of the promenade into a scintillating fairytale.

The business of catering for the holidaymakers is carried on by approximately 5,000 hotels, private hotels and boarding houses, all of which are active throughout the

longest "season" of all the resorts in the British Isles. A little light industry is established in the town—mainly the manufacture of sweets, biscuits, prefabricated joinery and some dental equipment, and there is also a flourishing market-garden industry. Besides the natural asset of a wonderful beach, modern Blackpool offers unrivalled entertainment of every description in fourteen stage shows, each specially produced for the long Blackpool season, and the celebrated pleasure beach at the southern end of the town. An ideal conference centre, Blackpool has been attracting more than 100 important national conferences every year, and the number continues to increase.

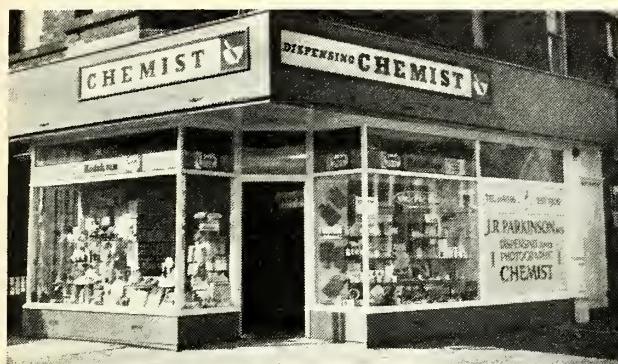
The corporation of the resort offers its enthusiastic co-operation to both ordinary visitors and organisers of conferences, and in doing so helps to carry on a tradition that probably began long before 1776, when advertisements of bathing facilities at Blackpool appeared in the *Manchester Mercury*. Notably in 1895 Blackpool was the first resort in the country to secure powers to levy a rate to be spent on advertising. Against that background of holiday entertainment experience, and backed by the enthusiasm of the Local Conference Committee, the 1967 British Pharmaceutical Conference meeting, September 10 to 15, has a foundation that should ensure its full success.

Hospital Pharmacy in Blackpool

Hospital pharmacy in Blackpool is focused on the Victoria Hospital, where Mr. J. C. Shenton, M.P.S., the group chief pharmacist, presides over a pharmacy built only so recently as 1963. The department serves a total of 1,398 beds, of which 476 are in the Victoria Hospital and 922 in smaller hospitals in the surrounding district. The pharmacy is on two floors and in the centre of the hospital. Its area on each floor is more than 2,000 sq. ft. On the upper floor is housed reception, the dispensary with surgical-instrument store and office, and main preparation room. The lower floor embraces bulk storage, a sterile room and ancillary storage, and an area for receiving and dispatching goods and containers between the department and outlying hospitals in the group. At the end of the building a lift, capable of taking trolleys, connects with the parcels-reception room on the lower ground floor, where incoming goods are unpacked. From that area the requirements of other hospitals and wards within the hospital group are dispatched in locked fibreboard containers, each hospital having containers of a different colour. In a tiled area on the lower ground floor are two Manesty steam stills and an autoclave. The stockroom is equipped with a series of 18-in. wide adjustable shelves. Methylated spirit is stored in underground tanks, from which it is pumped



AMPLE ACCOMMODATION: Left, the main preparation room in the hospital pharmacy. Right, dispensary and out-patients hatch.



MORE CORNER SITES: Left, the pharmacy of J. R. Parkinson, 343 Lytham Road. Right, that of H. H. Moorhouse, at 109 Dickson Road, who is possibly the oldest working pharmacist in the district.

by hand into two 10-gall stainless-steel containers. Throughout the pharmacy the sinks are fitted with laboratory-type taps, which give ample clearance for winchesters. The cold-water supply is fitted with two side taps for Manesty bottle-washers, and for water-suction pumps fitted with non-return valves and gauges. Since the hospital was built there have been few, if any, major changes in the layout, but the planning of the cupboards and drawer space, and the use of unit fittings allows adjustments to be readily effected if that becomes necessary.

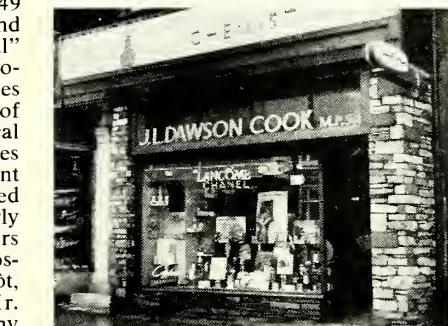
A Blackpool Wholesaler

A belief that chemists should have an impeccable wholesale service, so that they may in turn provide a pharmaceutical service of the equally high standard needed, has been the driving force permeating the organisation of Jaynox, Ltd., Imperial Buildings, Blackpool, the resort's only pharmaceutical wholesaler. Historically, the company's activities in Blackpool may be said to have begun in 1946, when F. P. Ansell, Ltd. were established as manufacturers' agents in nearby Lytham. In 1947, following the removal of the main Jaynox warehouse and office block at Stoke-on-Trent to a new and much enlarged premises, inquiries for Jaynox services began to be received from areas much wider afield. In the course of answering a routine inquiry, contact was made with the growing business of F. P. Ansell, Ltd., which was at that time providing a service

to local pharmacists. After a short period of co-operation on an agency basis, further discussions took place that resulted in a more comprehensive service being offered to pharmacists in the Fylde area. By late 1948 new premises were obtained and a full-scale pharmaceutical service came to be provided under the Jaynox title. It soon became evident that larger and better premises were necessary and in 1949 they were located in Blackpool, and stocks extended to include all "ethical" prescription requirements—drugs, proprietary articles, chemists' sundries and photographic supplies. A fleet of vans provides speedy deliveries to local districts—in many cases several times daily. Telephone-answering equipment is in operation, and that has proved valuable in the provision of an early morning service. During the years much thought has been given to possible expansion of the Blackpool dépôt, which is still under the control of Mr. F. P. Ansell, and still served by many of the senior staff who joined the company when it was first transferred to Blackpool, but the dépôt has been so well supported that, whatever extension may become necessary in the future, the dépôt is likely to remain in the town and to give special attention to the needs of pharmacists of the Fylde coasts.

The area is also served by wholesalers situated outside Blackpool, including T. A. Ward & Co., Ltd., Blackburn, one of whose directors, Mr. E. Aspin, is vice-chairman of the Local

Conference Committee and chairman of the transport committee. The origin of T. A. Ward & Co., Ltd., may be traced to 1845, but the present title was registered in 1906, when the business consisted largely of supplying doctors with specialities and surgical instruments and appliances. With the introduction of the National Health Service in 1948 the company's policy

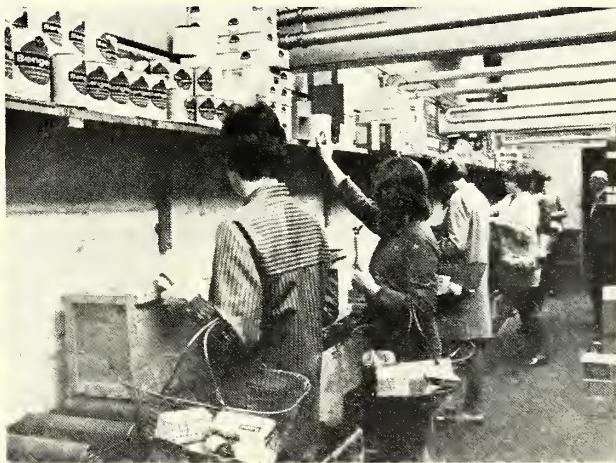


LAKELAND STONE: A feature of Mr. Dawson Cook's pharmacy at 273 Lytham Road.

changed, and chemists became the predominant customers. In 1958 the company took control of another local wholesaler, Associated Chemists (Lancashire), Ltd., and since that time has purchased other companies including Trinity Laboratories, Ltd., and the manufacturing rights of Wharram & Co., Ltd., and Darwen Laboratories. There are four pharmacists and an accountant on the board.



LOCAL WHOLESALER: Left, checking stock and right, assembling orders at Jaynox Ltd.

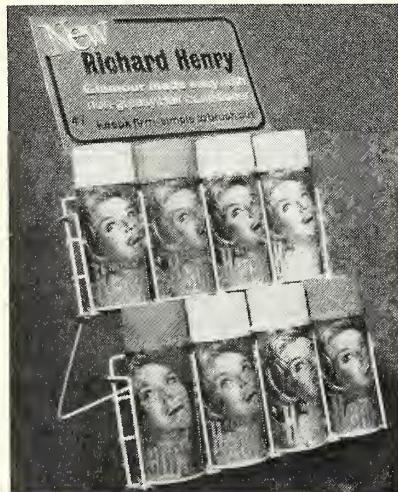


HAIR-PRODUCT PACKS AND DISPLAYS

200 Items That "Get In Women's Hair." — Devon Hair Aids, Ltd., Cradock Road, Luton, boast that Devon Comfy, the company's brand, is always getting in women's hair and that the new "67" revolving grandstand is "packed with even more hair aids to do it with." One whole panel of the stand features the new range of hair-charmers, boudoir caps, mob caps, beauty hoods and shower caps. Three other eye-catching revolving displays are a counter top, a floor-standing tripod and the Slimline, all designed to give maximum sales per sq. ft. of space and merchandised to multiply profits. Always coming up with bright product and packaging ideas, the company has this year introduced a range of mob caps and matching make-up capes in fancy nylon, packed in attractive gift boxes in addition to the hair-charmers packaged in original shaped acetate boxes. With well over 200 items covering every category in hair accessories, the company also offer retailers a first-class after-sales service.



IN SEVEN FRAGRANCES: The Goya perfumed spray set with micro-spray available in seven fragrances from Goya, Ltd., 161 New Bond Street, London, W.1.



WIRED FOR DISPLAY: The Richard Henry aerosol hair sprays distributed by Cooper McDougall & Robertson, Ltd., Berkhamsted, Herts.



PRODUCTS IN A SERIES: The Nice 'n' Easy preparations of Clairol, Ltd., Stamford House, Station Road, Langley, Bucks.



DISPLAY UNITS: Designed to hold eight bottles of new Vitapointe cream-rinse after-shampoo conditioner, the counter-display box (8½ in. x 3½ in. x 11 in.) echoes the brown, lime, emerald and white colours of the sachets. The smaller unit emphasises the flask-shaped single bottle.



IN TWELVE SHADES: Extra-life Color Glo by L'Oréal, Paris, France, marketed in the United Kingdom by Golden, Ltd., Berkeley Square House, London W.1.



PROMOTING HOME "PERMS": Counter display unit illustrating the Greek god hairstyle that is the subject of a special promotion for Richard Hudnut's Fashion Style home "perm" that includes the offer of a heated roller unit at a reduced price. The offer closes on September 30. Fashion Style is available from Richard Hudnut, Ltd., Eastleigh, Hants.



TO COVER GREY HAIR: To cover "any amount of grey hair, even 100 per cent," Loving Care by Clairol, Ltd., Stamford House, Station Road, Langley, Bucks, is in the semi-permanent class of hair colourants.



RANGE ON DISPLAY: Streamlined counter dispenser holding complete range of Factor for Men grooming aids, marketed by Max Factor Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1. The display draws attention to the offer of a seven-day free trial tube of Clear Gel with any Factor for Men product purchased. On returning the empty tube to the stockist, the customer receives threepence off the purchase price of a standard jar of Clear Gel. The stockist is reimbursed to the value of threepence for each empty tube returned to the company's representative.

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are augmented before wholesale dealers receive the goods into stock.

LONDON, JULY 26: It was another quiet week in the markets with prices mostly steady at previous levels. Seychelles CINNAMON BARK at 12s. 6d. cwt., c.i.f. was down 7s. 6d. although spot holders did not shade their prices. GUM ACACIA was easier by a nominal 10s. per cwt. There were also downward price adjustments in West Indian NUTMEGS despite a report from Grenada that harvestings this season would be below the 1966 crop. Among AROMATIC SEEDS, Moroccan CORIANDER increased 3s. 6d. per cwt. for shipment, but FENUGREEK from that source was lower by 2s. 6d. Madras TURMERIC for prompt shipment fell 5s. per cwt. Tinnevelly SENNA PODS, manufacturing grade, continued scarce with nominal prices ruling. BUCHU supplies are now cleared at origin and any stocks remaining unsold on the spot would command about 13s. lb. New-crop LOBELIA from Europe was quoted at 4s. lb., c.i.f., for October-November shipment; American although slightly easier on the week, is still quoted at three times that figure. With the arrival of Canadian SENEGA the price has fallen sharply. Easier also were Costa Rican IPECACUANHA and WITCH HAZEL LEAVES.

Among ESSENTIAL OILS Madagascar CLOVE LEAF was quoted one shilling per lb. dearer at 9s. 6d., c.i.f., while 9s. 6d. was also asked for in-bond material. LEMONGRASS was marginally cheaper for shipment at 23s. 9d. per kilo, c.i.f., and Chinese PEPPERMINT at 9s. 1½d. per lb. c.i.f. (down three half-pence). French LAVENDER and LAVANDIN crops are reported to have been affected by dry weather. The oil production, because of greater acreage of plants, should work out at about the same as in 1966.

BRUCINE ALKALOID and SULPHATE are now lower by 4s. 3d. and 4s. per oz. respectively.

Pharmaceutical Chemicals

AMIDOPYRIN.—Per lb. 16s. 8d. for 5-cwt. lots; 1-cwt., 17s. 5d.

AMMONIUM ACETATE.—Kegs (50-kilos, B.P.C. 1949), 7s. 3d. per kilo. SOLUTION (200-kilo drums) strong, 2s. 3d. per kilo.

AMMONIUM BICARBONATE.—B.P. powder £54 10s. per ton; CARBONATE, £83 10s. for lump and £87 10s. for powder.

AMMONIUM CHLORIDE.—50-kilo lots pure powder, 2s. 5½d. per kilo in paper sacks.

AMPHETAMINE.—BASE, 150s. per kilo in 5-kilo lots; SULPHATE, 120s.; DEXAMPHETAMINE, 270s. per kilo for 10 kilos.

BRUCINE.—In 1,000-oz. lots, ALKALOID is 14s. 9d. per oz. and SULPHATE, 12s. per oz.

CHLOROFORM.—35-litre lots in winches, B.P., 11s. 5½d. per litre; in drums 10s. 7d.; 175-litre lots, 11s. and 10s. 1½d.

ETHER.—Per lb. in winches; B.P. TECHNICAL, B.S.S., 5-cwt. 2s. 9d.; (4s. 4d. per litre). In drums the price is 2s. 1d. per lb. ANAESTHETIC, B.P., 6-cwt., 3s. 11½d.; 10-cwt., 3s. 7½d.

GLYCEROPHOSPHATES.—Per kilo in 50 kilo lots; CALCIUM, B.P.C., 28s. 2d.; IRON 33s. 7d.; MANGANESE, N.F.X., 49s. 7d.; POTASSIUM, 50 per cent., B.P.C., 8s. 6d.; SODIUM, 50 per cent., B.P.C., 5s. 11d. and powder, B.P.C., 1949, 18s. 8d.; GLYCEROPHOSPHORIC ACID, 200 per cent., 10s. 8d.

METHADONE HYDROCHLORIDE.—Subject to D.D.A. Regulations 2s. 6d. per gm. for 100-gm lots.

NARCOTINE.—ALKALOID and HYDROCHLORIDE, 399s. 6d. kilo.

OPIATES.—Home trade prices (per kilo) subject to D.D.A. Regulations.

	1 kilo and over	Under 1 kilo
CODEINE	s. d.	s. d.
ALKALOID ...	1,903 0	1,939 0
HYDROCHLORIDE	1,665 0	1,701 0
PHOSPHATE	1,445 0	1,480 0
SULPHATE	1,665 0	1,701 0
MORPHINE		
ACETATE ...	1,762 0	1,798 0
ALKALOID ...	2,159 0	2,194 0
HYDROCHLORIDE	1,762 0	1,798 0
SULPHATE	1,762 0	1,798 0
TARTRATE ...	2,115 0	2,150 0
ETHYL MORPHINE		
ALKALOID ...	2,229 0	2,265 0
HYDROCHLORIDE	1,903 0	1,939 0
DIAMORPHINE		
ALKALOID ...	2,106 0	2,141 0
HYDROCHLORIDE	1,930 0	1,965 0

PETHIDINE HYDROCHLORIDE.—Subject to D.D.A. Regulations, 5-kilo lots, 300s. per kilo.

PHOLCODINE.—8 oz. lots, 91s. 6d. per oz. (3,227s. per kilo).

STRYCHNINE.—100-oz. lots ALKALOID, 7s. per oz. SULPHATE and HYDROCHLORIDE, 6s.

Crude Drugs

BALSAMS.—(per lb.): CANADA: 36s. 6d., spot, 34s. c.i.f., new crop. COPAIBA: B.P.C. spot, 11s. 6d.; shipment, 6s. 6d., c.i.f.; PERU: spot, 12s. 9d.; shipment, 11s. 9d.; c.i.f.; TOLU: B.P., 12s. 6d.

BELLADONNA.—LEAVES, 4s. 3d. per lb., spot; shipment, 3s. 9d., c.i.f. HERB, 2s. 9d. spot; ROOT, 1s. 10d. per lb., spot; shipment, 1s. 8d., c.i.f. nominal.

BUCHU.—LEAVES, 13s. per lb. nominal; supplies at origin cleared.

CINNAMON.—BARK, Seychelles, 155s. cwt. spot; shipment, 127s. 6d., c.i.f.; Ceylon QUILLS for shipment, five 0's, 11s. lb.; three 0's, 10s. 3d.; seconds, 8s.; quillings, 4s. 9½d., all c.i.f.

CLOVES.—Zanzibar, spot quoted at 3s. 1d. per lb.; afloat, 2s. 8½d., c.i.f.

GUM ACACIA.—Kordofan cleaned sorts, 265s. per cwt., spot nominal; shipment, 217s., c.i.f.

HYOSCIMUM.—Niger, 2s. 2d. (1s. 10d., c.i.f.).

IPECACUANHA.—Matto Grosso for shipment, 39-40s. per lb., c.i.f., spot, 48s. 6d. Costa Rican, 57s. 6d., spot; forward, 54s. 6d., c.i.f., Colombian, spot, 47s. shipment, 43s. 6d., c.i.f.

LEMON PEEL.—Spot, partially extracted, 1s. lb.; unextracted not available.

LOBELIA.—Dutch on the spot, 4s. 6d. per lb.; new-crop, October-November, 4s., c.i.f. American, 12s. 6d. per lb. spot and 12s., c.i.f.

NUTMEGS.—(Per lb.). West Indian, spot, sound unsorted, 7s. 9d.; 11s. 9d. for shipment 110's, 6s. 3d., c.i.f.

SEEDS.—(Per cwt.). ANISE.—Cyprian, 240s., c.i.f. CARAWAY.—Dutch, 145s. spot, CELERY.—Indian, 160s. spot; shipment, July-August, 155s., c.i.f. CORIANDER.—Spot, Rumanian splits, 115s.; whole, 120s. duty paid; shipment, Moroccan new crop, 81s., c.i.f. CUMIN.—Spot, Cyprian, 250s.; Indian, 245s.; Iranian, 215s., duty paid; shipment, Cyprian, 235s.; Indian, 240s.; Iranian, 160s., all c.i.f. DILL.—Indian, 115s., spot; shipment, 95s. c.i.f. FENNEL.—Spot, Chinese, 125s., duty paid; Indian, 145s. FENUGREEK.—Moroccan, 82s. 6d., duty paid; shipment, 64s. 6d., c.i.f. MUSTARD.—

English, 70s. to 105s. quoted, according to quality.

SENEGA.—Canadian, 30s. per lb., landing; shipment, 29s. 6d., c.i.f.

SENNA.—(Per lb.). Tinnevelly LEAVES, spot; Prime No. 1, 2s. 3d.; Nov. 3, f.a.q., 1s. 3d. nominal shipment; No. 3, 1s. 3d., c.i.f. PODS: Tinnevelly hand-picked, 2s. 6d. to 2s. 9d.; manufacturing, 1s. 7d., nominal; shipment, 1s. 7d. nominal, c.i.f. Alexandria hand-picked spot, 5s. to 7s. with substandard material at lower levels; manufacturing forward, 2s. 1d., c.i.f.; spot, 2s. 6d.

STYRAX.—Spot, 23s. per lb.; shipment, 22s. 3d., c.i.f.

SQUILL.—Spot, 120s. per cwt.; shipment, 115s. c.i.f.

TURMERIC.—Madras finger spot 155s. per cwt.; shipment, 130s., c.i.f.

WITCH HAZEL LEAVES.—Forward, new crop, 5s. 8d. lb., c.i.f. Spot material still not available.

Essential and Expressed Oils

BUCHU.—Spot, from 650s. per lb. for English distilled.

CAMPHOR, WHITE.—Chinese for shipment, 4s. 2d., c.i.f., per kilo; spot, 2s. 5d. lb., duty paid.

CARDAMOM.—Imported, 610s. per lb.; English distilled, 800s.

CEDARWOOD.—American from 7s. 6d. per lb. on the spot; E. African, short at 8s. 6d.

CINNAMON.—English-distilled, 75s. per oz.; other B.P. oils from 22s. to 130s. per lb. Ceylon leaf, 23s.; Seychelles leaf rectified from 9s. 9d., spot.

CLOVE.—Madagascar leaf for shipment, 9s. 6d., c.i.f. spot, 9s. 6d. in bond. Rectified, 10s. Distilled bud oil ENGLISH, B.P., 26s. per lb., for 1-cwt. lots.

EUCALYPTUS.—Chinese, 80-85 per cent., 8s. 9d. per kilo in bond; shipment, 8s. 3d., c.i.f.

GINGER.—Imported (per lb.); Indian, 165s.; Chinese, 75s.; Jamaican, 132s. 6d.

LAVANDIN.—French from 20s. to 27s. per lb., as to quality.

LAVENDER.—French from 40s. to 60s. per lb. as to quality.

LAVENDER SPIKE.—Spanish from 23s. 6d. to 28s. per lb. on the spot.

LEMONGRASS.—Spot, 25s. per kilo shipment, 23s. 9d., c.i.f.

NUTMEG.—East Indian B.P. oil is about 73s. per lb. English distilled, 110s.

PEPPERMINT.—(per lb.). Arvensis; Chinese for shipment, 9s. 1½d., c.i.f.; spot, 10s. 6d. Brazilian for shipment, 8s. 1½d., c.i.f.; spot, 8s. 6d. Piperita; Italian spot, 95s.

PIMENTO.—Imported BERRY, 110s.; English distilled, 390s.; LEAF, 24s. per lb.

ROSEMARY.—Spanish, 10s. per lb., duty paid.

SPEARMINT.—American oil on the spot, 74s. to 80s. per lb. Chinese, spot, 62s. 6d. per kilo; shipment, 52s. 6d., c.i.f.

UNITED STATES REPORT

NEW YORK, JULY 25: There was a seasonal reduction in the price of PHOSPHORIC ACID. SENNA LEAVES firmed up owing to concern over the size of the crop from India. Tinnevelly LEAVES rose four cents to 24 cents a lb. and PODS advanced three cents to 35 cents. AGAR at \$3.75 was down 25 cents. Florida ORANGE OIL tended to ease off early in the week from 40 cents down to 35 cents a lb. but later firmed up on strong demand to 50 cents.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

"Trade Marks Journal," July 12, No. 4637

For pharmaceutical, veterinary and sanitary substances (5)

SPECTACIN, 902,168, by Abbott Laboratories, N. Chicago, Illinois, U.S.A.

For pharmaceutical preparations, all containing *omina oiticic acid* substituents (5)

KEFGLYGIN, 902,251, by Eli Lilly & Co., Indianapolis, Indiana, U.S.A.

For pharmaceutical preparations and substances, all containing iron (5)

PARFERRIN, 903,485, by The British Drug Houses, Ltd., London, N.1.

For pharmaceutical preparations for human and veterinary use (5)

ATRESOL, 902,054, by May & Baker, Ltd., Dagenham, Essex.

For steroid hormone preparations for gynaecological use (5)

NACENYL, OVOPOSIN, 903,695-96, by Syntex Corporation, Panama.

For pharmaceutical, medical and veterinary preparations for application to the skin (5)

DERMOSPORIN, 903,749, by Wellcome Foundation, Ltd., London, N.W.1.

For pharmaceutical, veterinary and sanitary preparations and substances, disinfectants; infusions; invalids' and dietetic foods; preparations for killing weeds and destroying vermin (5)

ARTHRAGEN, 904,253, by A. H. Robins Co., Inc., Richmond, Virginia, U.S.A.

For pharmaceutical products consisting of or containing prosicularin (5)

SANDOSCIL, 904,409, by Sandoz Products, Ltd., Horsforth, Leeds.

Far pharmaceutical tonic preparations for treatment of the veins (5)

SANDOVENE, 904,410, by Sandoz Products, Ltd., Horsforth, Leeds.

Far pharmaceutical products (5)

IMAGOTAN, 904,411, by Sandoz Products, Ltd., Horsforth, Leeds.

Far pharmaceutical preparations and substances (5)

CAMCOPOT, 904,471, by Camden Chemical Co., Ltd., London, W.C.1.

Far pharmaceutical preparations and substances, all containing chlorides (5)

CAMPOCHLOR, 904,472, by Camden Chemical Co., Ltd., London, W.C.1.

Far fungicides (5)

NAPITEX, 904,827, by Industrial Pharmaceutical Service, Ltd., Sale, Cheshire, England.

Far pharmaceutical preparations and substances for human and veterinary use (5)

HEXOCARD, 904,876, by Beecham Research Laboratories, Brentford, Middlesex.

Far cameras (9)

ASAHI, 874,359, by Asahi Kogaku Kogyo, K.K., Tokyo, Japan.

Far apparatus, instruments and utensils, all for photography, and parts (9)

HANIMEX LA RONDE, 894,610, by Hanimex Pty., Ltd., Brookvale, New South Wales, Australia.

Far cinematographic and photographic apparatus and instruments and parts and fittings (9)

Device with word IMAC, 903,531, by I.M.A.C., S.A.S., Industrial Meccanica & Apparacchiature Cinematografiche di Ruvin Dulitchi & C., Milan, Italy.

Far cinematographic and photographic projectors and parts and fittings (9)

LUMATRONIC, 904,747, by Hanimex (U.K.), Ltd., London, S.E.1.

Far electrically-heated blankets; and electrically-heated pads for warming and airing beds (10)

TEDDY, 904,964, by Dreamland Electrical Appliances, Ltd., Hythe, Southampton.

For teething devices for babies (10) and for partable seats adapted for fitting over lavatory seats and being far use by infants (11)

KIDDICRAFT, 891,034, 890,768, by Kiddicraft (Holdings), Ltd., Croydon, Surrey.

For babies' napkins made of paper (16)

GOLDEN BABE, 904,936, by Little White (Sales), Ltd., Saltley, Birmingham, 8.

Far gloves made of plastics or rubber for industrial use (17)

GRENALDA, 904,700, by Fasweld, Ltd., Tavistock, Devon.

For sponges made of foamed plastics (21)

FOAMAIR, 898,416, by Foamair, Ltd., London, E.14.

For babies' napkins (textile) and disposable diapers for babies (25)

SOFDOWN, 8897,235, by Lewis Woolf Grintight, Ltd., Selly Oak, Birmingham, 29.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED From the "Official Journal (Patents)"

July 12, 1967

Benzimidazoles. Monsanto Chemicals (Australia), Ltd., 1,080,009.

Detergent compositions. Procter & Gamble Co., 1,080,031.

Detergent tablets. Procter & Gamble Co., 1,080,066.

Dialysis device for purifying blood or other liquids. Gambro, A.B., 1,080,070.

Diagnostic apparatus for onimol cells. International Business Machines Corporation, 1,080,084.

Method of producing nicatinic acid esters. Bofors, A.B., 1,080,128.

Production of halogenated benzene derivatives. Smith Kline & French Laboratories, Ltd., 1,080,167.

Hypotensive compounds and method for treating hypertension employing same. Baxter Laboratories, Inc., 1,080,174.

Preparation of γ -methyl glutamate and γ -methyl glutamate hydrochloride. Merck & Co., Inc., 1,080,218.

2-Aryl-benzothiazole derivatives. Twyford Laboratories, Ltd., 1,080,246.

Penicillins. Beecham Group, Ltd., 1,080,247.

Dinitra carbanates, carbonylates and thiaesters and pesticidal or herbicidal camphoritans. Murphy Chemical Co., Ltd., 1,080,262.

Steroids and the manufacture thereof. Upjohn Co., 1,080,319.

Piperazine derivatives and process for preparing them. Science Union et Cie Soc. Francaise de Recherche Medicale, 1,080,324.

Bisaxidasteroids and process for their manufacture. CIBA, Ltd., 1,080,327.

14-hydroxy steroids. Takeda Chemical Industries, Ltd., 1,080,333.

Glycyrrhetic acid phosphoric acid ester and salts thereof. Chemicals & Phosphates, Ltd., 1,080,400.

Process for the production of ribasyl-phosphates of 8-azapurine derivatives by fermentation. Kyowa Hakko Kogyo Co., Ltd., 1,080,426.

Process for preparing 5'-xanthyllic acid by the fermentation method. Kyowa Hakko Kogyo Co., Ltd., 1,080,427.

Packaging of surgical gauze sponges and the like. Parke, Davis & Co., 1,080,433.

Amidida-phosphoric, -phosphinic and -thiaphosphoric, phosphoric acid esters. Farbenfabriken Bayer, A.C., 1,080,450.

Fhuoridated dentifrice. Laboratoires Goupil, S.A., 1,080,466-67.

B-narsteroidal pyrazoles. Smith Kline & French Laboratories, 1,080,472.

Process for the manufacture of nucleosides. R. Hoffman-La Roche & Co., A.G., 1,080,491.

Substituted acetic acids and a process for their preparation. T. J. Smith & Nephew, Ltd., 1,080,503.

Cantrivance for use in combination with a hospital bed or treatment couch for supporting a limb of a patient lying thereon. J. Garden, 1,080,511.

Intra-uterine contraceptive appliance. J. Schwartz and F. C. Reyner, 1,080,577.

L-arnithine L-aspartate. Chugai Seiyaku, K.K., 1,080,599.

Antibiotic camphoritans for oral use. American Cyanamid Co., 1,080,617.

Process for stabilising a vitamin B analogue. Takeda Chemical Industries, Ltd., 1,080,626.

Topical pharmaceutical camphoritans containing steroids. Imperial Chemical Industries, Ltd., 1,080,689.

Surgical appliance. L. D. Hood, 1,080,716.

Process for the production of acid protease by cultivation of a micro-organism. Meija Seika Kaisha, Ltd., 1,080,744.

5-Ethyl-5 (β -purinylthio)-barbituric acid. Rexall Drug & Chemical Co., 1,080,859.

Five membered heterocyclic systems and their use as fungicides. Imperial Chemical Industries, Ltd., 1,080,864.

Process for the production of thiamicides. Laboratoire Roger Bellon, 1,080,879-80.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 21 Southampton Buildings, Chancery Lane, London, W.C.2, from August 23, 1967.

From the "Official Journal (Patents)"

July 19, 1967

Process for the manufacture of desacetyl-7-amino-cephala-sporonic acid. CIBA, Ltd., 1,080,904.

Surgical dressings. Parke, Davis & Co., 1,080,944.

Agricultural fungicidal compositions. Sankyo Co., Ltd., and Dainippon Ink & Chemicals, Inc., 1,080,989.

Injectable emulsions containing antigens. National Research Development Corporation, 1,080,994.

Pharmaceutical preparations comprising acetyl-salicylic acid. Laboratoires Marinier and C. J.-M. Warolin, 1,081,055.

Pesticides. CIBA, Ltd., 1,081,075.

Parenterally administrable, sustained release pharmaceutical composition. Laboratoire de Recherches Physiques, S.a.r.l., 1,081,090.

6 - [D(-)-Alpha-(amino-phenylacetamide)] penicilloic acid derivatives. Soc. d'Etudes de Recherches et d'Applications Scientifiques et Médicales, E.R.A.S.M.E., 1,081,093.

Method of obtaining pectolytic enzymes. B. Z. L. Kisloty and B. K. Kombinat, 1,081,094.

Packaging surgical sutures. London Hospital (Ligation Department), Ltd., 1,081,123.

Hamaestrenes. Abbott Laboratories, 1,081,141.

Antipyretics and antirheumatics. L. Nouvel, 1,081,206.

Nematacidal camphoritans. Farbenfabriken Bayer, A.G., 1,081,259.

Anhelemtic camphoritans. Harshaw Chemical Co. and Dr. Mayfield Laboratories, 1,081,260.

Antibiotics. Upjohn Co., 1,081,279.

Fertiliser manufacture. Fisons Fertilisers, Ltd., 1,081,296.

Preparation of sterols. Upjohn Co., 1,081,307.

Process for preparation of iodised lecithin. Daiichi Yakuhin Sangyo, K.K., 1,081,310.

3,5-Trimethylcyclahexanal esters. Koninklijke Pharmaceutische Fabriken, NV., 1,081,314.

Antimicrobial compounds. Farbenfabriken Bayer, A.G., 1,081,318.

Peroxide compositions and a method of preparing the same. Rexall Drug & Chemical Co., 1,081,338.

Fungicidal and bactericidal dithiocabornates. United States Rubber Co., 1,081,357.

Pharmaceutical camphoritans comprising 9,11 β -dichloro - 16 α - isopropylidene - dioxypregn-4-ene - 3,20-diane and 6 α - derivatives thereof. American Cyanamid, Co., 1,081,358.

Glycol amide derivatives and use thereof in controlling weed growth. Stauffer Chemical Co., 1,081,471.

17 α -(Alka-1',3'-diynyl)-sterols. The British Drug Houses, Ltd., 1,081,496.

Liquid detergent camphoritans. Procter & Gamble, Ltd., 1,081,556.

Water-dispersible starch product and process for producing the same. Amylo Chemie, N.V., 1,081,567.

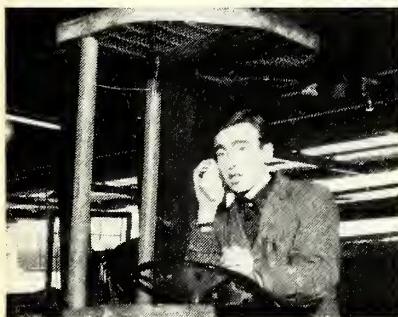
Scopolamine esters and acid addition salts thereof useful as anti-perspirant agents. Procter & Gamble Co., 1,081,577.

Applicators for liquids, pastes or other flowable substances. Chiswick Products, Ltd., 1,081,624.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patents Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from August 31, 1967.

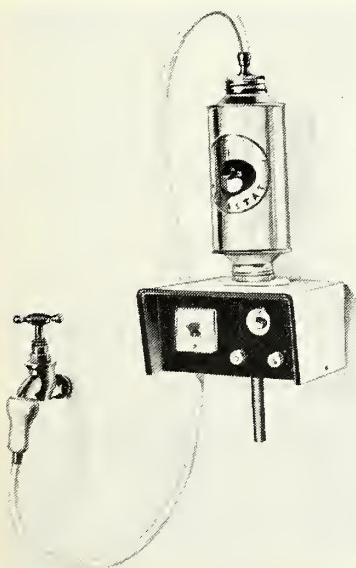
EQUIPMENT AND ACCESSORIES

Money Saved by Factory "Radio-paging."—The use of radio-paging equipment at their warehouses in Willesden is understood to be saving Chesebrough-Ponds, Ltd., over £2,500 a year. The system was installed by Modern Telephones (Great Britain), Chalcot Road, London, N.W.1, to increase efficiency in handling 7,000



pallets over an area of 76,000 sq. ft. In the past twelve months operators have been reduced by 30 per cent. and the number of pallets handled has increased by 30 per cent. At the beginning of every working day the fork-lift truck operators and team leaders collect their pocket receivers from the warehouse control room. Wherever they may be working, the controller can buzz for their immediate attention to arrange necessary movements, and information can be passed from driver to driver via control.

Sterile Water on Tap.—Using their new Steraskreen, say Elga Products, Ltd., Lane End, Bucks, sterile water for medicine and pharmacy can for the first time be produced without chemical or heat treatment. Prepurified water is passed successively through a bacterial filter, macro-reticular exchange resins, activated carbon, and a further bacterial filter to the point of use. The



sterile cartridge is supplied in a polyethylene bag. Flow rate is 80 litres per

hour and by putting several cartridges in parallel any desired flow speed can be achieved. Another new development is the Elgapak which relies on throw-away filters. It consists of a wall-mounted dispenser which houses a purity meter. The ion exchange filter screws on the top of the dispenser. The effluent complies with International Pharmacopoeia requirements and flow rate is tap speed. The Elgapak costs £14 in the United Kingdom.



PORTABLE BURGLAR ALARM: The Sonic Garde burglar alarm of Associated Burglar Alarm Companies, 10 Needless Alley, Birmingham, 2 (see C. & D., June 24, p. 587). The instrument is 19 in. high, 8 in. wide x 6 in. deep.

PRINT AND PUBLICITY

PUBLICATIONS Booklets and Leaflets

PRESS ADVERTISING

INECTO, LTD., Inecto House, 27 Dover Street, London, W.1: Inecto hair colourants. In women's magazines.

RANK AUDIO VISUAL, LTD., Woodger Road, London, W.12: Leaflet describing A.B. camera battery system (2 pp.).



A "CROWNER" FOR THE PACK: New illustrated "crown" for N.P.U. glucose now available with orders for 1 doz. or more from Maw's Pharmacy Supplies, Ltd., Barnet, Herts. Improvements have been made in the pack.



"MERCHANTISER" FOR A NEW PRODUCT: Stand to carry twenty-four new lightweight flasks of Coty's perfumed talcum powder in assorted fragrances has been specially designed to save valuable counter space. The complete unit contains twelve flasks in L'Aimant and four each in Paris, Emeraude and Muguet des Bois and costs 78s.

WILLS

MR. J. E. BILLINGTON, M.P.S., 18 Waterloo Lane, Skellingthorpe, Lincs, left £5,170 (£4,951 net).

MR. B. S. CLARKE, M.P.S., 74 St. Augustine's Avenue, Thorpe Bay, Essex, left £10,825 (£10,711 net).

MR. H. M. FECHER, 58 Marlborough Road, Slough, Bucks, a former joint director of M. J. Fether, Ltd., left £16,287 (£16,128 net).

MR. J. H. GRIMSHAW, M.P.S., Elmcrest, Five Lane Ends, Skellow, Doncaster, Yorks, left £42,058 (£40,301 net).

MR. W. H. LUDLAM, M.P.S., 16 The Esplanade, Fleetwood, Lancs, left £17,085 (£14,617 net).

MR. W. J. PIERCE, M.P.S., 90 Brighton Road, Horley, Surrey, left £11,557 (£694 11s. net).

MR. W. H. RUDD, M.P.S., 75 Wroxham Road, Sprowston, Norwich, left £30,042 (£26,704 net).

MR. J. WELLS, M.P.S., 71 London Road, St. Albans, Herts, left £4,848 (£4,590 net).

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of week of insertion.

Sunday, July 30

CHEMISTS' ACTION GROUP, Bailey's hotel, Gloucester Road, London, S.W.7, at 3 p.m. Meeting to consider the formation of a group. (Meeting called by Mr. S. Blum, see p. 98.)

Monday, July 31

DONCASTER AND GOOLE BRANCH, NATIONAL PHARMACEUTICAL UNION, Planet room, Danum hotel, Doncaster, at 8.15 p.m. Annual meeting.

Courses and Conferences

UNIVERSITY OF BRADFORD, Bradford 7, on September 12-13. Symposium on powder flow and storage. Fee £25. Details from the registrar.

PLASTICS INSTITUTE, Europa hotel, Grosvenor Square, London, W.1, November 14-16. Conference on advances in packaging with plastics. (Change of venue). Tickets become available from the Institute, 6 Mandeville Place, London, W.1, in mid-August.

Prescribers' Press

What doctors are reading about developments in drugs and treatments

SULPHORMETHOXINE, a new long-acting sulphonamide, has been assessed in the management of chronic bronchitis by a worker at Ware Park Hospital, Ware, Herts. The drug has a half life in the body of 100 to 200 hours so that effective blood levels can be achieved with only one dose a week. Two trials were carried out in hospital long-stay in-patients in whom the initial purulence of the sputum had been cleared with antibiotics. In the first trial, control patients received only symptomatic treatment while the treated patients were given 2 gm. of sulphormethoxine (four tablets) weekly. Exacerbations occurred in twelve (75 per cent.) of sixteen control patients and in eleven (35 per cent.) of thirty-two treated patients over a ten-month period in 1964. During the 1965-66 winter a double-blind trial was carried out to compare the sulphonamide with a placebo. In the placebo group exacerbations occurred in thirteen (68 per cent.) of nineteen patients while in the treatment group the occurrence was fourteen (38 per cent.) out of thirty-seven patients. No side effects were encountered. The author says that the tolerability of sulphormethoxine and its ease of administration once weekly are important advantages over the antibiotics used in the prophylaxis of purulent exacerbations of bronchitis. The significant prophylactic benefit shown leads him to suggest that a larger trial in outpatients should be undertaken before widespread use is advocated (*B.M.J.*, July 22, p. 202). [Sulphormethoxine has the trade mark Fanasil (Roche Products, Ltd., 15 Manchester Square, London, W.1) but at present is available in Britain only for clinical trial. Its use in malaria has been previously reported (see *C. & D.*, December 12, 1964, p. 598).—EDITOR.]

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical publications.

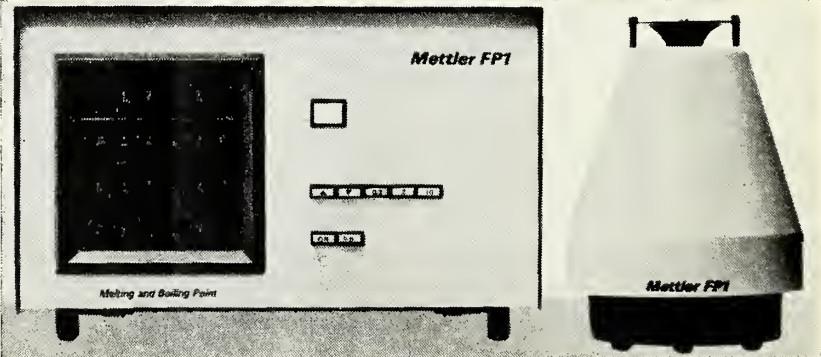
- TETRAHYDROHOMOPTEROIC ACID. Antimalarial Activity of. *Science*, June 23, p. 1617.
- DEPENDENCE on alcohol and other drugs. *Chron. Wld. Hlth. Org.*, June, p. 219.
- ACETYLSALICYLIC ACID DISPOSITION. Kinetics of, in man. *Nature*, July 22, p. 413.
- ORALLY ADMINISTERED DEXTRAN AND SEPHADEX DERIVATIVES. Metabolism of, in the rat. *Nature*, July 22, p. 415.
- BUNAMIDINE SALTS. Efficiency of, against tape-worms. *Vet. Rec.*, July 22, p. 104.
- PENTAGASTRIN. Intrinsic-factor secretion in response to. *Lancet*, July 22, p. 192.
- TRIACETOXYANTHRACENE. Acute keratitis in psoriatic patients using. *Lancet*, July 22, p. 195.
- A SULPHONAMIDE [SULPHORMETHOXINE] given weekly to prevent exacerbations of chronic
- bronchitis. Controlled trials of. *Brit. med. J.*, July 22, p. 202.
- ORAL CONTRACEPTIVES. Effect of, on erythrocyte sedimentation rate in healthy young women. *Brit. med. J.*, July 22, p. 214.
- PYRIDOXINE HYDROCHLORIDE. Treatment of radiation sickness with, in outpatients of a radiotherapy unit. *Brit. med. J.*, July 22, p. 215.
- PHENINDIONE-induced neuropathy. *Brit. med. J.*, July 22, p. 218.
- INTERFERON binding: the first step in establishment of antiviral activity. *Science*, June 30, p. 1760.
- PACKAGING CHEMICAL PRODUCTS. Progress in. *Manuf. Chemist*, July, p. 39.
- AN EMERGENCY KIT for inpatient crises. *Amer. J. hosp. Pharm.*, June, p. 320.

INSTRUMENTS AND APPARATUS

Temperature Electronically Controlled. — Techne (Cambridge), Ltd., Doxford, Cambridge, has added to its range of water-bath equipment two new constant-temperature baths incorporating for the first time, Triac electronic control, claimed to give greater reliability. The baths have stainless-steel submerged parts for corrosion resistance and a sensitivity of $\pm 0.05^{\circ}\text{C}$. with an operating range from -20°C . to $+200^{\circ}\text{C}$. and high-capacity controllable circulating pump, "ultra-quiet" in operation. An overheat cutout protects the heater. The control units, obtainable separately, may be used for converting

any container into a constant temperature bath.

For Boiling-Point Determination. — An automatic apparatus for determining melting and boiling points has been introduced by Mettler, Zurich, Switzerland (distributors in Great Britain: A. Gallenkamp & Co., Christopher Street, London, E.C.2). Known as the FPI, it provides automatically regulated linear heating rates in steps of 0.2°C , 2°C . and 10°C . per minute, and permits reproducible observation of the melting process through a photoelectric system free of subjective influences.



Mettler FP1 apparatus for determining melting and boiling points.

COMMERCIAL TELEVISION

The information given in the table is of number of appearances and total screen time in seconds. Thus 7/105 means that the advertiser's announcement will, during the week covered, be screened seven times and for a total of 105 seconds.

Period—August 6-12

PRODUCT	London	Midland	North	Scotland	Wales & West	South	North-east	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.
Alka-Seltzer	4/120	4/120	4/180	5/150	5/150	5/150	5/150	—	5/150	5/150	4/120	5/150	3/90	5/150
Anadin...	3/90	2/60	4/120	4/130	2/60	2/60	2/60	4/120	2/60	—	—	2/60	—	2/60
Andrews liver salts	3/45	4/60	3/45	5/75	4/120	2/30	4/60	4/60	2/30	2/60	4/60	4/60	1/15	2/30
Askit powders and tablets	—	—	—	7/49	—	—	—	—	—	—	3/21	2/14	—	—
Bisodol	5/35	—	—	—	5/35	5/35	—	—	—	—	—	—	—	—
Dettol	2/90	2/90	2/90	—	1/45	—	—	1/45	—	—	2/90	—	—	3/135
Disprin	1/15	1/15	3/45	2/30	2/30	1/15	2/30	3/45	3/20	2/30	3/45	2/30	—	1/15
Haze	2/30	1/15	1/15	—	1/15	2/30	2/30	1/15	1/15	1/15	1/15	1/15	—	—
Horlicks	1/30	1/30	1/30	—	1/30	1/30	1/30	—	—	—	—	—	—	—
Immac	2/60	1/30	3/90	1/30	3/100	1/30	1/30	1/30	3/90	2/60	2/14	1/30	—	2/60
Imperial Leather	1/15	2/30	2/45	2/45	4/75	2/45	3/60	3/45	3/60	4/75	3/60	2/45	—	—
Kwells	3/21	3/21	3/21	3/21	3/21	3/21	3/21	3/21	3/21	—	3/21	3/21	3/21	3/21
Moorland indigestion tablets	1/15	1/15	1/15	1/15	1/15	1/15	1/15	1/15	1/15	1/15	1/15	1/15	1/15	—
Nair	—	—	—	—	3/45	3/45	—	3/45	—	3/45	3/45	3/45	—	3/45
Steradent	1/30	2/60	3/90	1/30	3/90	2/60	4/120	3/90	1/30	3/90	2/60	1/30	3/90	3/90
Wonder Set	3/45	2/30	1/15	1/15	2/30	2/30	4/60	2/30	1/15	2/30	4/60	2/30	2/30	2/30

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Price: £8. 19. 0 each, free delivered anywhere in the U.K. (less 2½% discount for cash with order)



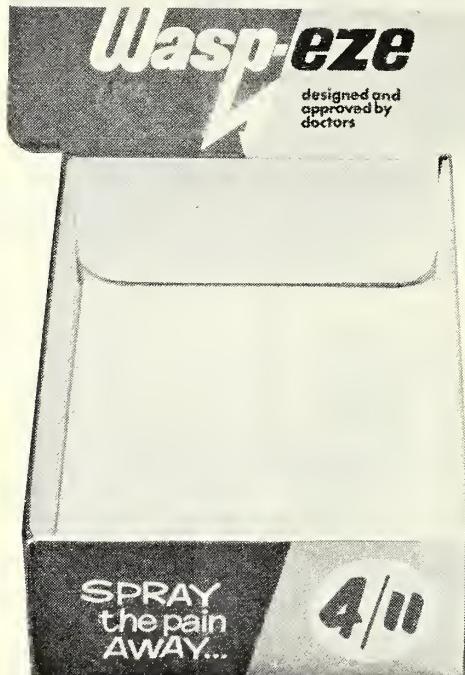
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Patent applied for.



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Bancroft Road, London, E.1

Deputy Chief Pharmacist

Applications are invited for the post of deputy chief pharmacist (Category IV) at Mile End Hospital, Whitley Council conditions of service. Further particulars may be obtained from the Chief Pharmacist (Tel.: ADVance 4855). Applications stating age, qualifications, experience and the names of two referees, to the Group Secretary at the above address. C 8033

NEW BARKING HOSPITAL Upney Lane, Barking, Essex

Senior Pharmacist

required for new department. Barking Hospital is adjacent to Upney District Line Station and within 45 minutes of the West End of London and the East Coast. Salary Scale £1,076-£1,340 p.a. plus London Weighting. Accommodation may be made available if required.

Applications together with the names of two referees to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex. C 779

NEW BARKING HOSPITAL Upney Lane, Barking, Essex

Basic Grade Pharmacist

required for this New Hospital adjacent to Upney District Line Station and within 45 minutes of the West End of London and the East Coast. Salary Scale £988-£1,242 p.a. plus London Weighting.

Applications together with the names of two referees to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex. C 778

ST. ALBANS CITY HOSPITAL St. Albans, Herts.

Locum Tenens Pharmacist

required 4th to 30th September, 1967. Salary £24 9s. 6d. per week. Applications to Hospital Secretary C 813

SHREWSBURY GROUP HOSPITAL MANAGEMENT COMMITTEE

Shelton Psychiatric Hospital,
Shrewsbury

Chief Pharmacist

Applications are invited from suitably qualified persons for the post of chief pharmacist. Unfurnished house available at moderate rental.

Salary on the scale £1,232 rising by increments to £1,558.

The conditions of service in accordance with the Pharmaceutical Council of the Whitley Council.

Applications, accompanied by the names and addresses of three referees, should be addressed to the Medical Superintendent, Shelton Hospital, Shrewsbury. C 8031

ST. ALBANS CITY HOSPITAL St. Albans, Herts.

Senior Pharmacist

(£1,076-£1,340) required in July 1967 at this Category III hospital. Good and varied experience for young Pharmacist. New ward block opening this summer. Applications naming two referees to Chief Pharmacist. C 810

Appointments—Continued.**ROYAL FREE HOSPITAL
Gray's Inn Road, W.C.1****Locum Pharmacist**

required at this hospital. Salary £25 18s. 6d. per week. Applications naming two referees to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 819

THE ROYAL FREE HOSPITAL**Pharmacist**

Applications are invited for the post of Pharmacist at the above Hospital, salary on the scale £988 per annum plus London Weighting rising to £1,242 per annum with higher qualification allowance and extra pay for evening clinics. Applications with names of two referees should be addressed to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, London, W.C.1. C 783

PUBLIC APPOINTMENTS**MINISTRY OF DEFENCE
(NAVY DEPARTMENT)****Royal Naval Medical Service****Registered Pharmacists**

LOCUM TENENS appointments for registered Pharmacists at the Royal Naval Hospital, Haslar, Gosport, Hants, National Health Service Salary Scales.

Applications and enquiries to the Medical Officer-in-Charge, RN Hospital, Haslar, Gosport, Hants, or by telephone to Portsmouth 22351 Extension 91327. C 8025

EQUIPMENT DEVELOPMENT**OFFICERS****MINISTRY OF HEALTH**

Two professional posts for men and women in the Scientific and Technical Services Branch of the Ministry of Health. The posts are based in London but some travelling is involved.

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QUALIFICATIONS: Post (i) degree or equivalent qualification in a natural or applied science and an interest in design and development work. Post (ii) degree or equivalent qualification in a natural science or pharmacy and a knowledge of the principles of sterilisation and recent developments in this subject. For both posts some hospital or commercial experience desirable.

SALARY: (Inner London) £1,040 at age 23, to £1,356 at age 28, to £1,650 at age 34 or over, to a maximum of £1,864; will become £1,110 at age 23, to £1,441 at age 28, to £1,757 at age 34 or over with a maximum of £1,979 on 1.1.68. Starting pay will increase on 1st January 1968, with retrospective effect from date of appointment. Non-contributory pension; subject to certain conditions previous local government and hospital service may be aggregated with civil service for pension purposes. Promotion prospects.

WRITE: to Civil Service Commission, Savile Row, London, W.1, for application form, quoting S/6583/67. Closing date 17th August 1967.

C 8034

**MINISTRY OF DEFENCE
(NAVY DEPARTMENT)****Royal Naval Medical Service****Registered Pharmacists**

The Royal Naval Hospital, Haslar, Gosport, Hants, which stands in delightful grounds, has vacancies for REGISTERED PHARMACISTS (Senior and Basic Grades).

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For further information write to the Ministry of Defence, Medical Director-General (Naval), Empress State Building, London, S.W.6, or telephone: FULham 1244, Extension 2084 or 2307.

C 8026

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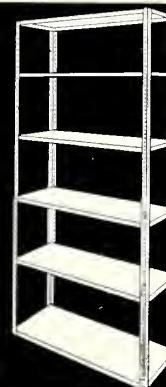
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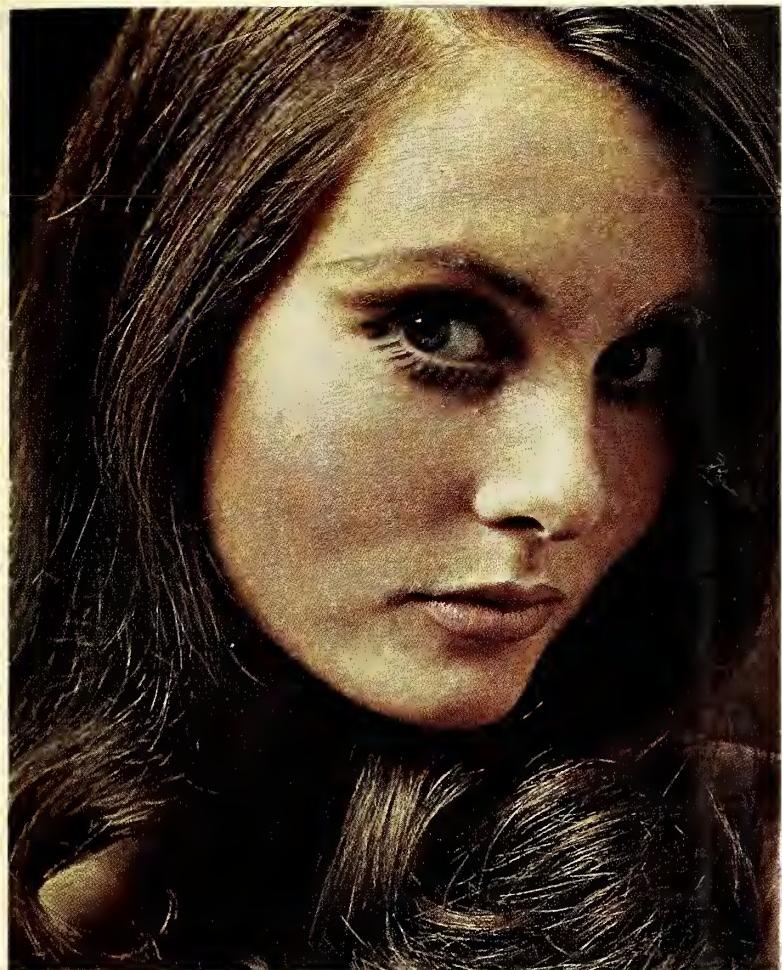
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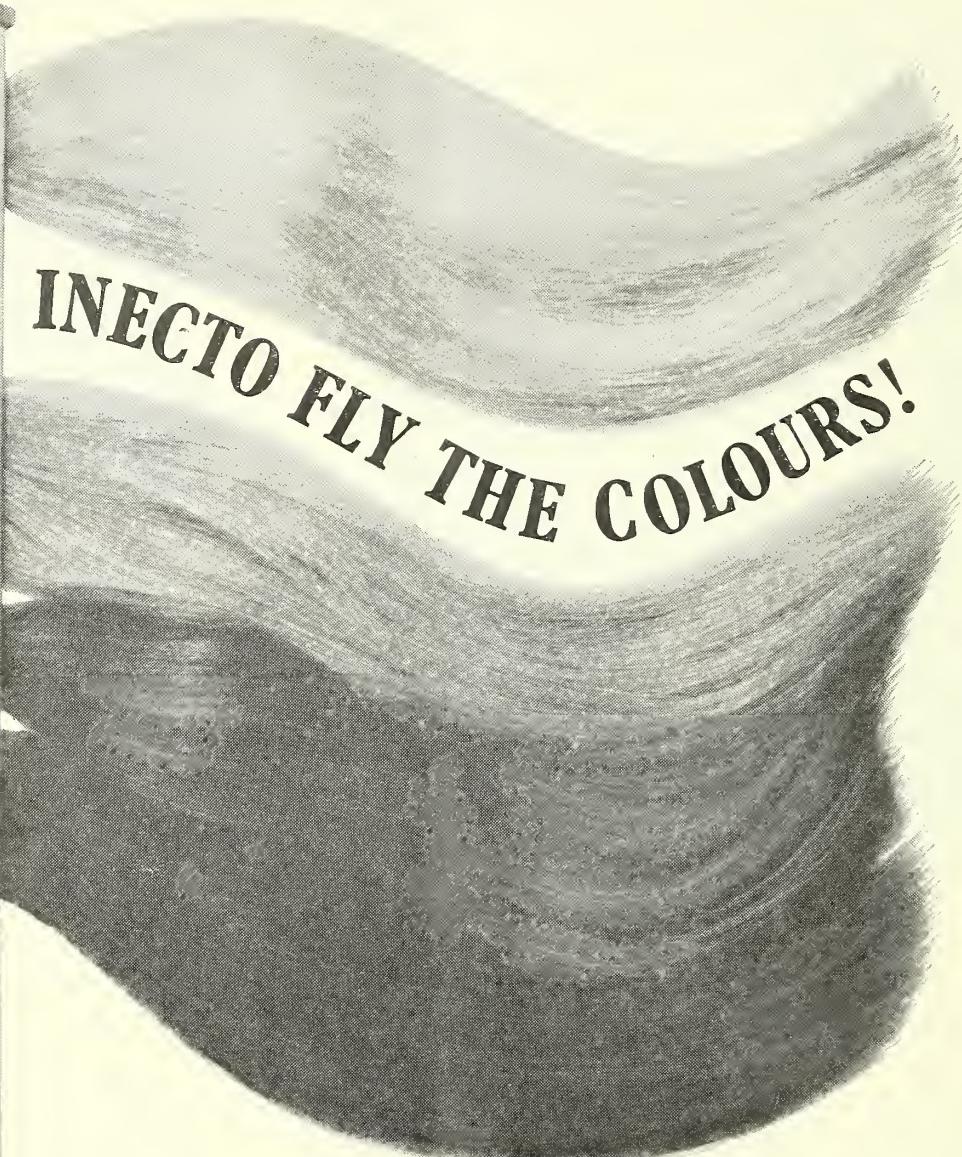
Cover illustration by courtesy of Lambert Chemical Co., Ltd., whose top-selling Polycolor has done so much to liven up the hair colourant market. Shade to use to achieve the result shown would be Hazelnut.



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CONTENTS

Lanolin Derivatives in Hair Dressings	3
A Changing Market for Hair Dressings	7
Hair Problems Investigated by Electron Microscope	8
Hair Colourant Market is Going "Permanent"	11
Hair Conditioner of New Type	12
News from the Manufacturers	16
Home Perms	18
Products for Hair Care	23



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LANOLIN DERIVATIVES IN HAIR DRESSINGS

—a brief survey

E. W. CLARK, B.Sc., F.R.I.C.

HAIR dressings may be intended either for simply holding the hair in place, or for "conditioning" the hair, i.e. imparting gloss and flexibility and eliminating harshness. The two functions can usually be, however, and often are, combined in a single preparation. Apart from that differentiation, the forms in which hair dressings may be produced are many: (a) w/o emulsions, either solid or fluid (b) o/w emulsions, either solid or fluid (c) anhydrous fluid brilliantines (d) anhydrous solid pomades (e) gels or jellies (f) aerosols (g) aqueous/alcoholic lotions.

Anhydrous lanolin and many lanolin derivatives are valuable components of a wide range of hair dressings. Lanolin not only holds the hair in place efficiently, but is outstanding as a softening agent for counteracting harshness and brittleness, and as an emollient for dry scalps. The natural w/o emulsifying properties of lanolin result in its being particularly suitable for w/o emulsions, but it can quite easily be included in o/w emulsions that include appropriate emulsifiers, or in solid brilliantines and pomades because of its excellent compatibility with other oils, fats and waxes.

If even greater solubility is required (for example, in liquid brilliantines based on mineral oil), anhydrous lanolin may be advantageously replaced by a lanolin oil, such as "liquid lanolin" "60" or "50 super". For aqueous gels and aqueous alcohol preparations the ethoxylated, water-soluble lanolin derivatives (Aqualoses) are useful.

Water-in-oil Emulsions

By their nature water-in-oil emulsions feel naturally greasier to the touch than o/w emulsions, even though they may occasionally have a lower content of fatty substances. The w/o emulsions are, however, water-resistant when dry and do not lose their holding

power in wet conditions. Properly formulated, they probably have holding power superior to that of any other type of hair dressing, except perhaps the solid brilliantines — which tend, however, to give a "plastered down" look. Freedom from soap or gum emulsifiers also tends to make w/o emulsions especially emollient.

The emulsifying power of the lanolin may be greatly enhanced by adding a proportion of wool-wax alcohols (lanolin alcohols) and also, if desired, cetyl alcohol, beeswax and borax, etc. Such multiple emulsifier systems give higher stability at elevated temperatures. Even greater temperature stability results from replacing conventional lanolin by a de-oiled grade such as Albalan. Apart from lanolin and emulsifiers, the remainder of the oil phase may be made up of hydrocarbons such as mineral oil, petrolatum, paraffin wax, etc., or vegetable oils, synthetic esters and so on, chosen to impart the desired consistency and properties.

Fluid w/o emulsions that are stable at elevated temperature are particularly difficult to formulate, and are best based on a proprietary absorption base such as lanolin absorption base W171.

MANUFACTURE: The basic method of preparing w/o emulsions, whether solid or fluid, is to melt all the oils, fats, waxes, etc., together and adjust the temperature of the melt to a point just above its setting temperature. Any water-soluble substances such as borax or glycerin are dissolved in the water; the aqueous solution is then heated to the same temperature as the fats and poured slowly into them with constant, vigorous stirring. The resulting coarse emulsion is cooled to below 40°C. if necessary, then perfumed and homogenised. Filling out may be done either warm or cold, it being borne in mind that cold working may appreciably soften a product of this type.

Since the emulsified water cannot easily migrate through a w/o emulsion, the surface tends to become dehydrated as a result of evaporation. That can give rise to an unsightly appearance in jars. The effect is often minimised by protecting the surface of the cream with a foil or plastic disc, and keeping free air space as small as possible.

Formulas 1 and 2 are typical of the solid type of product, formula 3 is a semi-fluid variation:

	1	2	3
Anhydrous lanolin,			
superfine	25·0	—	—
Albalan ⁽¹⁾	—	12·0	—
Lanolin alcohols,			
superfine	2·0	3·0	—
Absorption base			
W171 ⁽²⁾	—	—	12·85
Petroleum jelly, white	9·0	22·5	—
White oil	23·4	23·0	31·55
Paraffin wax (135/140°)	3·0	2·0	—
Cetyl alcohol	2·0	2·0	—
Beeswax, white	2·0	2·0	—
Borax	0·1	0·1	0·30
Perfume	0·6	0·4	0·30
Water	32·9	33·0	55·00

Figures represent percentage by weight

Oil-in-water Emulsions

The oil-in-water type of product has water as the continuous phase, and does not usually feel greasy to the touch, even though quite a high oil content may be present. In practice, the oil content varies between wide limits, some of the simpler, cheaper products consisting almost entirely of a gum mucilage with a little emulsified oil, lanolin, etc.

Such formulations tend to leave the hair hard and stiff, and to cause flaking or a white powdery appearance when the hair is combed. That undesirable effect may be counteracted by increasing the content of lanolin or including a humectant such as glycerin, sorbitol or propylene glycol. An eth-



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oxylated lanolin is also particularly effective for this purpose, acting at the same time as an o/w emulsifying agent to augment the action of the tragacanth or other gum.

Many formulas, however, rely not upon gum but upon other emulsifying agents such as stearate soaps of alkali metals or of triethanolamine, polyoxyalkylene emulsifiers, sulphated fatty alcohols, etc. Such emulsifiers are used to disperse and hold in stable emulsion the "active" ingredients lanolin, mineral oil, vegetable oils, waxes, etc. The content of cetyl alcohol and/or free stearic acid should not be too high, otherwise the cream rubs up white on the hair.

MANUFACTURE: Melt together all the oil-soluble ingredients, and adjust the temperature to about 70°C. Dissolve any water-soluble ingredients such as alkalis, glycerine etc., in the water, adjust the temperature of the solution to 70°C. and pour into it the melted fats with constant stirring. Stir

	6	7	8	9	10
Anhydrous lanolin superfine	10·0	—	—	—	—
Lanolin alcohols superfine	—	15·0	—	—	—
Liquid lanolin 50 super(4)	—	—	—	5	—
Liquid lanolin ISO(4)	—	30·0	—	—	—
Liquid lanolin RIC2(4)	—	—	—	—	20
Absorption base S1(4)	47·5	—	—	—	—
Sebase(4)	—	—	70·0	—	—
Cetyl alcohol	4·0	—	—	—	—
White oil	10·0	—	—	80	60
Liquid paraffin	—	46·0	29·5	—	—
Ozokerite	—	5·0	—	—	—
Petroleum jelly, white	8·0	—	—	—	—
Isopropyl myristate	20·0	—	—	14·5	19·5
Aluminium stearate (Higel No. 1)(10)	—	3·5	—	—	—
Perfume	0·5	0·5	0·5	0·5	0·5

slowly down to 40°C., perfume and homogenise. Fill out warm or cold, depending upon the particular product.

Occasionally the opposite method is useful, as in formula 5, where addition of the aqueous phase to the oil phase results in emulsion inversion and a finer ultimate dispersion.

With o/w emulsions the tendency for growth of mould is much greater than with w/o emulsions, and tests should always be carried out to prove the efficiency of the preservative chosen for a particular formulation.

A typical, not too oily, solid o/w hair cream is represented by formula 4. Formula 5 is a fluid cationic conditioning cream or "dressing out" cream for use after the hair has been shampooed or waved.

	4	5
Anhydrous lanolin superfine	6·0	—
Liquid lanolin 60(4)	—	0·2
Cetyl alcohol	2·5	2·6
Stearic acid	6·0	—
White oil	24·0	0·5
Glycerin	9·0	—
Morgan CHSA(4)	—	1·0
Triethanolamine	1·0	—
Perfume	0·5	0·5
Water	51·0	95·2
Preservative	q.s.	q.s.

Brilliantines; Pomades

The brilliantines and pomades, being anhydrous products, are much simpler in concept than the emulsions. They consist of oils, petrolatum, waxes, lanolin, wool wax alcohols, etc., so blended as to give the desired consistency and hair-holding power. Relatively non-greasy substances, such as isopropyl myristate, acetoglycerides, etc., may be included according to choice. If clear liquid products are desired, the use of "liquid lanolin" 50 super is especially recommended.

MANUFACTURE: Manufacture of products of this class is easy, consisting merely of warming the various ingredients together until the product is homogeneous, cooling, perfuming and packing.

Formulas 6 and 7 are solid pomades that are water-resistant, whilst formula 8 can be reactivated on the hair by water. Formulas 9 and 10 are clear liquid brilliantines.

	11	12
Hydeps(11)	5·0	—
Aqualose L30(12)	—	15
Liquid lanolin RIC-2(13)	—	84·5
Texofor A14(14)	26·7	—
Propylene glycol	12·0	—
White oil	10·0	—
Perfume	0·3	0·5
Water	46·0	—
Preservative	q.s.	q.s.

Aerosols and Lotions

Aerosol hair dressings mostly consist of emulsions or anhydrous alcoholic solutions filled into aerosol containers and pressurised in the usual way. Lotions, i.e. clear solutions, may be purely alcohol-based, whilst others may be aqueous solutions that contain a proportion of alcohol to give a cooling or "tonic" effect. Some are merely aqueous solutions of gums, water-soluble lanolin derivatives, etc., which fix the hair in place when applied, and on drying out leave a film behind that continues to hold the hair.

In aerosols and lotions the ethoxylated or solubilised lanolin derivatives may be used to solubilise perfume oils or "medicating" substances such as cholesterol and hexachlorophene.

MANUFACTURE: The various ingredients are merely dissolved in the water, warming it if necessary, then adding the alcohol. Substances to be solubilised should be pre-dissolved in the melted ethoxylated lanolin before that in turn is dissolved in the water. Alternatively they may often be dissolved in the alcohol along with the lanolin derivative. Aerosol products are first prepared as a concentrate, which is then filled into containers and pressurised in the usual way.

Formula 13 is an alcoholic lotion, whilst formula 14 is an aerosol type of high fixative power which may, however, be adjusted by varying the ratio of concentrate to alcohol.

	13	14
Liquid lanolin ACE(14)	4	—
Alcolose W2(15)	—	3·20
PVP K30-35	4	9·60
Silicone fluid F190(17)	4	0·64
Isopropyl myristate	9	—
Perfume	1	0·64
Anhydrous ethyl alcohol	78	25·92
Propellant	—	60·0

(1) A de-oiled lanolin (Westbrook Lanolin Co.)
(2), (8) Special absorption bases (Westbrook Lanolin Co.).

(3) High cloud-point lanolin oil (Westbrook Lanolin Co.).

(4) Cetrimide B.P. (Glovers Chemicals, Ltd.).

(5) Low cloud-point lanolin oil (Westbrook Lanolin Co.).

(6), (7), (13), (15) Modified lanolin oils (Westbrook Lanolin Co.).

(9) Self-emulsifying cream base (Westbrook Lanolin Co.).

(10) Product of Bush Boake Allen, Ltd.

(11) Hydrogenated lanolin (Westbrook Lanolin Co.).

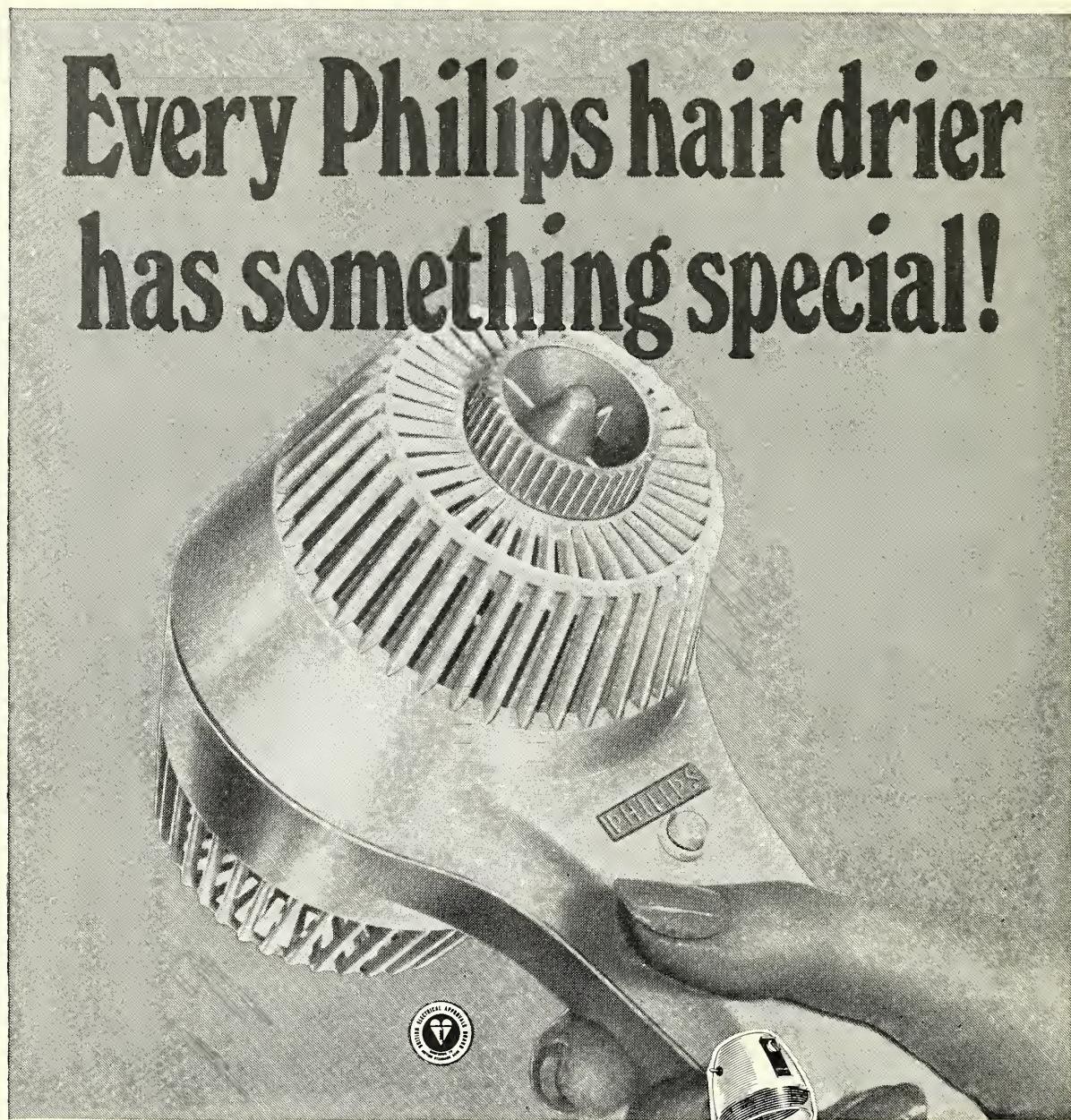
(12) Ethoxylated lanolin (Westbrook Lanolin Co.).

(14) Ethoxylated fatty alcohol (Glovers Chemicals, Ltd.).

(16) Alcohol-Soluble lanolin derivative (Westbrook Lanolin Co.).

(17) Product of I.C.I. Silicones, Ltd.

One type of aqueous gel of fairly high water content and not too stiff consistency is exemplified by formula 11, whilst formula 12 is an anhydrous product that can, however, be reactivated by water.

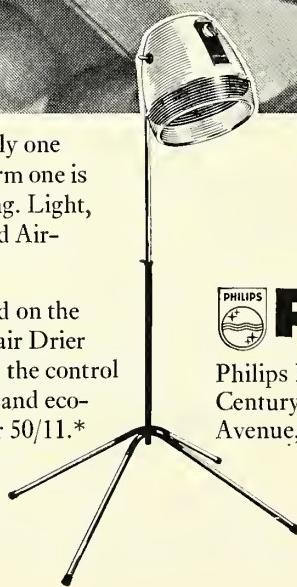


Like Dual Air Control . . . Philips Hand Hair Drier is the only one offering two airstreams at the turn of a control. The narrow warm one is ideal for hair in rollers, the wider, cooler one's for general drying. Light, easy to hold, super-strong, and only 76/2*. The Stand, Hose and Air-diffuser Hood are optional extras at 48/4.*

Like Infinitely Variable Temperature Control . . . Designed on the straight airstream principle, like salon models, Philips Hood Hair Drier gives the most efficient, most professional results at home. And the control adjusts instantly to give exactly the desired temperature. Quiet and economical, it costs just £9.18.0. The Stand is an optional extra for 50/11.*

Like a fitted Vanity Case . . . Philips Parisienne comes complete - Hand Hair Drier and all accessories, that is - in a smart fitted vanity case for go-anywhere elegance. £7.9.3.*

* Recommended prices



A CHANGING MARKET FOR HAIR DRESSINGS means new sales opportunities for chemists

OVER the past year increased advertising pressure has led to a major revival of interest in the men's hair-dressing market. Changing fashions in men's hair styles and the introduction of new products have brought about a situation that can be made to yield increasing sales for chemists.

Between 1962 and 1966 the desire of men for their hair to have a "natural look," coupled with the trend towards longer hair styles, led not only to a decline in the number of users of hair dressings but also to a decline in the amount per head used by those remaining. As a result, the men's hair-dressing market declined from around £7½ million in 1962 to around £6½ million in 1966.

Two important trends became apparent during the year. First, men were coming to realise that traditional hair creams, used in the correct amounts, would not only give them the "natural" look they require, but would also condition their hair. Brylcreem, as the market leader, was the main product to benefit from that realisation. Secondly, several new product types were developed and launched by various manufacturers. Heavy advertising behind the new products further stimulated the total interest in hair-dressing.

Between them the two factors halted the decline in the men's hair-dressing market and converted it into an expansion. In the first six months of 1967 sales of men's hair dressings have remained steady. The corner is believed to have been turned, and a significant expansion of the market may occur over the next few years. The revival

will be assisted by heavy advertising expenditure upon both the traditional and the new products, which are currently engaged in a competitive struggle.

Sterling value of the market over the next three years is expected to be, at retail selling prices:—

1966-67	£6·6 million
1967-68	£6·8 million
1968-69	£7·5 million
1969-70	£8·0 million

Chemists' Share of the Market

Although, in the late 1950's, chemists were gradually losing sales of men's hair dressings to grocery outlets, that trend has now been strongly reversed, and chemists now have nearly 70 per cent. of sales against just over 50 per cent. five years ago. For several reasons the chemists' share of sales in this sector is likely to increase. First, men are now taking a much greater interest in their personal grooming, particularly with respect to hair cutting, hair styles and hair control. That is making them far less likely to rely on their womenfolk to purchase their hair dressings. It means also, of course, that men will be prepared to pay more for those products. As chemists offer a consistently wide range of products, both traditional and new, for the man to choose from, he is more likely to be attracted to them than to other channels.

Product Types

Until recently hair creams, traditional liquid-tonic dressings and "pure" tonics were the primary product

categories in the market, creams being by far the dominant segment. Recent developments have been the introduction into the market of gels, new-style liquids and sprays. Creams continue to command well over half the market, but there is no doubt that the new sectors will grow.

CREAM HAIR DRESSINGS: Brylcreem is the current leader in both the cream hair dressings and the total market. Despite the introduction of new products with massive advertising support, it has improved its position in relation to other hair creams. The excellence of its formula ensures for it a continued following of loyal users, and its lead is likely to be held for many years to come. Currently its turnover is well over a third of all hair-dressing sales. Other leading hair creams are Silvikrin, Vaseline and Old Spice.

"TRADITIONAL" LIQUIDS: Silvikrin hairdressing and Vaseline hair tonic are the two leading brands in this segment, and here again each can boast a body of confirmed users who seek the combined benefits of control and tonic effect.

"PURE" TONICS: "Pure" tonics—and this is not always realised—account for around 10 per cent. of the total hair-dressing market. Of that proportion pure Silvikrin holds around half and its sales have been growing steadily over a period of years. The other main tonic brand is Pantene, available with and without oil. Trends suggest that sales of "pure" tonics will continue to remain buoyant.

NEW LIQUIDS: Backed by heavy advertising support since 1965, Vitalis

was the first of the new liquid hair-dressings to appear on the market. Although still a comparative newcomer, its sales history to date demonstrates the desire for a product of its kind. Major recent development in this area of the market has been the successful test marketing of Silvikrin 75 in the Midlands and Tyne Tees television areas. The product, which is available in both bottle and spray packs, appears to be the only one offering consumers a choice of liquid and spray hairdressing. The importance of the new liquids and the sprays to the chemist is that, though they may not be expected to take further sales from the creams sector, they will continue to revive the use of hair dressings amongst those younger men who have stopped using creams, thus expanding the total market.

GELS: To the extent that the American hair-dressing market is indicative of future developments in Britain, it is informative to observe the success in the U.S.A. of gels. They have moved from 2 per cent. of the total in 1964 to 14 per cent. in 1966. There is, how-

ever, some indication that gels are now beginning to weaken. Clearway and Score are the two major national brands, though Skyline has achieved a leading share in its Southern television test area. The time is too early to make a guess as what will be the eventual progress of this sector.

SPRAYS: In the entirely new spray sector of the market only one brand, Cossack, is in national distribution. It appears to have built up a steady body of users, mainly amongst younger men. As already mentioned an aerosol version of new Silvikrin 75 liquid has been most successfully test-marketed by Beecham toiletry division.

Advertising

The highly competitive conditions in the men's hair-dressing market are clearly reflected in increased advertising and promotional expenditure. Press and television advertising for main brands and newly introduced products has increased from £560,000 in 1965 to £766,000 in 1966—an increase of 36 per cent. in just one year.

To summarise chemists' opportunities, vastly increased advertising has stimulated consumer interest. Various new product types have entered the market. Men have become more conscious of their own appearance and more willing to spend money on promoting it.

All those influences lead to more sales of men's hair dressings. How does the chemist make certain of securing the majority of the increase? Anyone with an infallible answer to that question will, of course, use it profitably over the next few years. However, two policies should be pursued together. They will ensure competitive success for the chemist in this field:—

1. Stock a comprehensive choice of products, both new and old.
2. Do not be tempted to display the more interesting new products at the expense of the traditional lines. The majority of customers are still wanting to purchase lines that have been around for some time. Brylcreem, for instance, is still an easy leader.

HAIR PROBLEMS— Their investigation by electron microscope

ELECTRON microscope techniques being developed to investigate problems of and research into human hair were described by DR J. A. SWIFT (Unilever Research, Isleworth) during a recent lecture on the "Examination of Hair by New Physical Techniques," given to the Society of Cosmetic Chemists of Great Britain. Dr. Swift began his lecture by explaining the general background to the structure and mode of operation of the electron microscope, comparing its powers of resolution with that of the light microscope and describing how specimens of tissue or other organic matter were carefully prepared prior to examination. The electron microscope, when used to study the mechanism of normal

hair pigmentation, had led to the conclusion that it occurred by phagocytosis of melanin granules by the cortical cells. The internal structure of yeasts of the *pitayosporum* genus had also been studied. The presence of damage in human hair was normally difficult or impossible to demonstrate using conventional methods, but a novel technique had been developed in which large heavy metal molecules were diffused into the damaged regions of hair structure. Using phosphotungstic acid as the "stain" it had been possible to show the damage caused even with "mild" hair treatments such as ethanol at boiling point and dilute hydrogen peroxide.

Another novel technique indicated

the presence of a thin membrane at the surface of untreated hair. The technique involved the evaporation of a thin layer of metallic chromium on to the surface of hair, freed from sebum. By that means it had been possible to demonstrate a layer 25 Å thick at the hair surface, which was assumed to be the membrane. An electron histochemical demonstration of the basement membrane at the dermo-epidermal junction of human skin had been effected by using a modified PAS technique for electron microscopy using silver-hexamethylene tetramine instead of Schiff's reagent. The junction was enabled to be visualised by the existence of a deposit of metallic silver.

The natural choice...

Hair colourings are one of the fastest growing categories on the market today. That's why, when a woman wants beautifully natural results, she buys Clairol. Clairol gives her a wide range of hair beauty products and natural-looking hair colourings to choose from. Recommend Clairol to your customers—and, naturally, they'll be back to buy again.

Loving Care*—washes away grey without changing the natural hair colour.

Nice 'n Easy*—long-lasting colour you just shampoo-in.

Summer Blonde*—lightens just a little like the sun does.

condition*—great new beauty prescription for troubled hair.

Colorfast Shampoo*—formulated for lightened or coloured hair.

Clairol

WORLD LEADER IN HAIR CARE



*TM. Clairol Inc. authorized user : Clairol Ltd. © Clairol 1967.



**"Mummy says have you
got anything good for
pityriasis simplex capititis?"**

Yes—Lenium

And you can tell Mummy that it is not just a medicated shampoo—it's a medical treatment that doctors prescribe.

Lenium

the medical treatment for dandruff that is only sold by pharmacists.

Tubes (1 month's supply) 4/10½ Trade Price 2/9 plus p.t.
Sachets 1/2 Trade Price 24/- for 36 plus p.t.



The Bayer Products Company,
Surbiton-upon-Thames, Surrey.

HAIR COLOURANT MARKET IS GOING “PERMANENT”

DONALD SHEA (*Sales and marketing director of Clairol, Ltd.*)

ALMOST everybody tends to fight shy of change—and that is particularly true of the cosmetic field. Women wait for other women to test out a new type of product. Then, of course, when it has proved its worth, they all want to jump on the band-wagon.

That is exactly what has happened with hair-colouring products. Before the war substances like harsh bleaches and henna produced anything but a natural effect (you could always pick out the “bottle” blonde and redhead) and actually harmed the hair into the bargain.

But manufacturers realised that millions of women throughout the world would seize the opportunity to improve their looks if hair colourants produced a natural effect and kept hair in tip-top condition.

In the United States, the Clairol organisation pioneered that type of gentle, flattering hair colourant and today one really cannot tell the difference between hair that is the colour nature intended and hair that has had a bit of help! In the United Kingdom especially, women were slightly suspicious of hair colourants at first, but now they are jumping on that same band-wagon!

There are, in fact, now three main types of hair colourant: temporary, semi-permanent and permanent. “Temporary” rinses last only until the next shampoo. “Semi-permanents” gradually wash out of the hair, lasting through four or five shampoos. “Permanents” last until they actually grow out.

A Natural Progression

It is a natural progression for women to begin with a temporary rinse, move on to a semi-permanent when they gain more confidence, and finally graduate to a permanent when they finally decide that hair colouring is for them. The third stage is now being reached in Britain, where women are demonstrating their newly acquired confidence in hair colourants by changing to permanents.

The result has been that, in the past three years, sales of permanents, including lighteners, have steadily increased. Some of that increase has come from the general expansion of the market, some has been at the expense of rinses and semi-permanents.

At present, semi-permanents account for just over half the total hair-colourant sales and permanents for just under half. But if the current trend continues, that ratio may well be reversed in the relatively near future.

The trend is a good one for the retailer. For, once a woman begins to use a permanent hair colourant, she is potentially a regular customer for the rest of her life. And, of course, when a customer comes in to buy her hair colourant, she may well be tempted by displays—and should

be encouraged by assistants—to buy shampoos, a conditioner, rollers, clips and other hair accessories and cosmetics.

The trend to hair colourants has been accelerated by the new “shampoo-in” type of permanent hair colourant like Nice ‘n Easy. Shampoo-in colourants mean exactly what they say. They are worked into the hair like an ordinary shampoo, left for a given length of time and then rinsed off. Exactly the same process is repeated for a retouch. The colourant colours the roots without altering the colour of the main body of the hair.

In these days, too, a woman may wear hair colour all her life and still keep her hair in excellent condition. The manufacturers of Clairol products take pride in producing colourants that incorporate conditioners—therefore bringing the hair into better condition.

In 1966 sales of hair colourants increased by 10 per cent. compared with 1965, bringing the total value of the market to £8 million. Since chemists’ sales account for 75 per cent. of the total market in such products, hair colourants, and particularly permanent hair colourants, represent one of the

most important sources of profit to the chemist.



A special offer is currently being made by Clairol, Ltd., 66 Baker Street, London, W.I. With every pack of Nice 'n Easy “shampoo-in” permanent hair colourant, customers are receiving a sachet of Colorfast shampoo (usual price 1s.). Colorfast, specially produced for hair colour users, is in green formula for tinted and colour-rinsed hair; blue formula for lightened and toned hair. The offer is for as long as stocks last. Picture shows Clairol display unit that tells customers all about the offer. Bonus to the chemist is that twelve are invoiced as eleven.

HAIR CONDITIONER OF NEW TYPE

A surface effect, studied in depth, brings quick success

WITH sister companies in London, Paris and Vienna, Elida, Ltd., P.O. Box 1, D.Y., Portman Square, London, W.1, claim to be the largest manufacturer of home hair products in the United Kingdom. The company's success is attributable to its determination to provide women with the finest home hair products possible — the result of pooling international knowledge, expertise and scientific research.

The story behind the birth of the company's newest product, Shine hair conditioner, illustrates the degree of research and testing that is carried out at every stage in the development of a new product in the company's laboratories. The need for a new type of hair conditioner became apparent early in 1966. The demand for hair conditioners was growing rapidly, and during 1966 reached a value of £3 million. A survey of attitudes to existing products showed that most women were dissatisfied or disappointed with the hair conditioners they had been using, the general feeling being that conditioners were messy to use, difficult to spread evenly on the hair, and had a tendency to make the hair lank and greasy. The company aimed accordingly to formulate a conditioner that would produce healthy shiny hair, while retaining its natural "bounce."

Signs of Condition

Hair condition is a surface effect. When condition is good, the cuticle cells on the outside of each hair overlap each other closely and give a smooth glossy surface. If the chemical cells are pulled apart, or if some are removed, the surface of the hair, becomes rough, dull and inclined to tangle. The hair is then in poor condition, which is associated with lack

of oily material on the hair surface. The addition of fatty material tends to hold the cuticle cells together, creating once more a smooth surface and improving the apparent gloss and condition. By reducing the friction between individual hairs the fatty content also reduces the tendency to tangle. Back-combing styles, cheap lacquers and unbalanced diets have been causing more and more people to find themselves with hair in poor condition.

Silicone-based

Until recently most conditioners contained a high proportion of mineral oil, which gave a certain gloss to the hair but caused greasiness. The new Elida conditioner, Shine, is based on a new formula containing a silicone fluid that, far from causing oily droplets on the hair, flows along it to form a film that minimises greasiness and gives a better gloss. The silicone fluid does not plasticise hair spray resin and so, when applied after a hair spray (which should be allowed to dry first) does not affect the holding power of the spray; it also enables the conditioner to be brushed out with the hair spray resin. That helps to avoid a build-up of greasiness.

The new formulation was put to the manufacturer's top management, who agreed that Shine was different from all existing conditioners. It did not have to be massaged into the scalp, and was not greasy, could be used daily without any bad effects. It was "super-light" and, because of its ability to penetrate quickly, it did not have to be massaged or brushed into the hair, but could be sprayed evenly and easily over the hair in seconds.

A team of market researchers took

the product to many hundreds of women throughout the country and recorded their reactions. Group discussions were held involving women of all ages, and tape recordings were made of their comments. The criticisms were few. Analysis of the results showed that most women were worried about the condition of their hair. The majority, after trying Shine, said that it had improved both the look and the texture of the hair. Most of them were surprised that the product was so easy to handle, conditioners having previously been thought greasy and messy to use.

Demonstrations

Demonstrations were organised both for consumers and for assistants at beauty counters. In the tests, those showing the use of Shine over lacquered hair were conspicuously successful. Following the success of that preliminary work it was decided to launch Shine in mid summer. The size of the can — 6 oz. — and the price — 5s. 11d. — were established. A dark blue wrapper with abstract highlights was approved, and the product was then introduced to the public by advertisements in women's magazines. Previous try-outs of the advertisement had indicated that black-and-white illustrations were best for showing the gloss and highlight on the hair. Already, in the first weeks of its life, Shine has made a considerable impact, and sales have been greater than expected. Demand for the product is believed particularly high among women now going on holiday.

The company's general policy is to provide products that help to enable women to make their hair more beautiful, and a considerable amount of



Sun-shine supergirl!



When your customers head for the sun, hand them Shine. Shine goes to their heads in the nicest possible way. It's the new spray-on Conditioner from Elida. Makes their hair marvellously glossy and well-behaved—the way they want it on holiday. And puts right the dryness that comes with sun and sea breezes.

Special Shine advantages. Its fine spray aerosol is so much more efficient than the old messy-hands application methods. And so much quicker. (Shine makes hair shine in seconds!)

Extra advantage for fashion-conscious customers.

Unlike ordinary conditioners, Shine can be used over a normal holding hair spray.

ELIDA

Paris • Vienna • London

make new Shine Conditioner; Sunsilk Shampoo; Sunsilk Hair Spray; Harmony, Sea Witch and Melody Hair Colours; Pin-Up and Twink Home Perms.



If we made everything these ladies want,
it would pay us to tell them all about it.
Right?

TV and Radio
for Miss 5. She'll find
a Sunsilk Shampoo and
Hair Spray that's
specially made for
her.

Quick, easy
Pin-Up Home
Perm for Mrs. 3
is in full pages
in women's
magazines.

Mrs. 9 will see
Twink advertising
in women's maga-
zines. Twink is
the home perm
that really lasts.

For Miss 2, Shine
advertising broke in
May. It's Elida's new
spray-an conditioner.

Miss 8 sees Sunsilk for
Dry Hair (Shampoo
and Hair Spray) on
TV, and hears about
them on
Radio.

Elida girls, like Miss 4, see
Sunsilk Shampoo's prize-
winning advertising on TV,
and hear it on Radia. No wonder
it's still your best-selling shampoo.
There's TV and Radio, too,
for Sunsilk Hair Spray.

Grey hairs, Mrs. 6?
Forget them! says
Melady's new-
style magazine
advertising.

Thanks to Miss 7,
Harmony is now
Britain's fastest-
selling colourant, with colourful new
advertising in women's magazines, and on Radia.

Well we do. And it does. Because we do.

Elida not only
makes everything these ladies want.

Elida tells your customers
all about its products in some of the
heaviest advertising put behind any hair house
in this country. It seems to pay.

ELIDA
Paris • Vienna • London

(Pays you, too.)

money is invested each year in teaching women to understand and care for their own hair. Since every Elida product is designed to cover specific types, conditions and styles of hair, the selection of a product can be haphazard unless women are able to understand their own hair type. Hence the attention given to demonstrations.

Shine is the eighth product in the Elida range, which includes Sunsilk shampoo, Sunsilk hairspray, Harmony, Melody and Sea-Witch hair colourants and the Pin-Up and Twink home "perms."

Messrs. Elida have provided the following notes on the market trends for their products:—

Shampoos.—Estimated value of the shampoo market during 1966 was £13 million, and Sunsilk was the brand-leading cosmetic shampoo throughout the year. The market is expected to increase slowly as the population rises,

but there will be no major increase in sales unless all those women who at present go to professional hairdressers start to care for their own hair at home.

Hair Sprays.—The market expanded at a rate of about 30 per cent. per annum until 1964, but is now slowing down owing to changing patterns of hair-styling, etc. Estimated value of the market is £9½ million, and probably 60 per cent. of all women now use a hair spray. Sunsilk hair spray, re-launched nationally at the end of 1965, built up its share of the market in 1966 and now holds second place.

Colourants.—The market for colourants increased about 30 per cent. during 1965 owing to the launch of several new products. Total market value through chemists is now approximately £6 million and is still increasing. The market is highly competitive.

Sea Witch.—Launched during the

summer of 1965, the product has been more successful than other new products introduced that year.

Melody.—Launched in 1964 as an anti-grey colourant, Melody has held its share of the market despite many new competitors.

Harmony.—The product increased its share of the market during 1966, despite strong competition. A new, "younger" advertising approach and attractive modern packs probably account for the increase.

Home Permanents.—Total value of the home permanents market is estimated to be £1½ million. The market has been slowly declining for some years, but recent trends back to curly, "curvy" hairstyles may help to stop the decline. Despite the narrowing market, Elida's Pin-Up home permanent has actually increased its sales and Twink has maintained its position.

NEWS FROM THE MANUFACTURERS

"Hawaiian Holiday" Winner

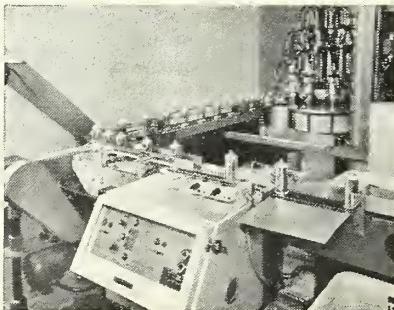
THE "Hawaiian holiday" competition organised by Clairol, Ltd., 66 Baker Street, London, W.1 (see C. & D., February 4, p. 106) the results of which were recently announced, invited entrants to earn a holiday on that romantic island by imagining they were there already. All they had to do was pick six hairstyles for six situations that might occur on a holiday in Hawaii — spending the day on Waikiki beach; shopping for souvenirs; riding an out-rigger canoe; doing the hula-hula; night-clubbing on Diamond Head; and lunching at the Kahala Hilton. Each entry had to be accompanied by the bottom flap from a pack of Loving Care — Clairol's semi-permanent colourant, which covers grey hair without changing the natural colour. Competitors were also asked to give their reasons for liking Loving Care. First prize was a two-week holiday for two in Hawaii (or £2,000 in cash), second prize a two-week holiday for two in Bermuda; third prize a two-week holiday for two in the Isles

of Greece. There were also 100 consolation prizes of hairdryers.

Winner of the first prize was Mrs. Barbara Gray, 18 Hamilton Road, Bridlington.

Aerosol Production Accelerated

ALREADY operating one of the most up-to-date plants for the production of hair spray aerosols, F. W. Hampshire & Co., Ltd., Sunnydale, Derby, recently installed sophisticated electronic equipment to deal with the pro-



lem of automatic checkweighing of their product Supersoft. Packs are produced and filled in the company's works at a high rate, and one of the problems to be solved has been checking the weight of the filled packs at high speed. The solution adopted has been to install a Telomex 200 EE high-speed continuous-flow electronic checkweigher capable of checking suitable packs at 160-200 per minute, automatically rejecting any that are either under or over weight. Accuracy achieved is within 3 gm., in packs that are of approximately 200 gm. gross weight. The Telomex 200 EE is manu-



CHEQUE PRESENTED: Mrs. Gray receives her prize from Mr. Kenneth Lofts (Clairol's sales manager). Also in the picture are Mr. Shepherd (branch manager) and "Hawaiian girl" Miss Shirley Coates.

factured by Telomex (Horsham), Ltd., Horsham, Sussex.

A Good Head on Him

THE young man who, as related in a recent London *Evening News* story, took up the chase through the streets of the City when he saw thieves making off with three bags of registered mail, was Mr. Maurice Holder, 27-year-old Essex and London representative for Lambert



Chemical Co., Ltd., makers of Poly hair preparations. Said Mr. Holder, "I saw the four men run away from a mail van and climb into a maroon Ford Zephyr. I quickly got into my car and drove after them at great speed through the City's network of curving streets, but they did an unexpected turn down a one way side street and disappeared!"

Mr. Holder had noted down the car's registration number. But, when eventually the car was found abandoned, the number-plate had been changed, though some of the thieves' weapons remained. Asked what his feelings had been at the time of the chase, Mr. Holder said he had not been frightened, just annoyed that after so much effort he had lost the thieves in the end. However, there was some slight consolation for him. The chemist Mr. Holder had dashed away from was so impressed that he almost doubled his order for Poly products!



**Elida girl: "Mum, I'm not going to tell you again.
Go-and-buy-some-Melody!"**

Quick, while it's only half price!"

Melody



An awful lot of mums just need a bit of a push to start using Melody hair colour. And there's no push like a price push. That's why we're making a special Half-Your-Money-Back offer on Melody. From now until December 31st.

We know from past experience that people who start using Melody stay using Melody. It covers grey hair better. Makes hair shinier. And it's so easy to use. (Shampoo on. Rinse off. No root retouching.)

Make sure your customers get the Melody habit. Display the Melody Special Offer. All your customers have to do is take a leaflet from the display and send it to us with the front face of the Melody pack. And we will refund them 3/4.

ELIDA

Paris • Vienna • London
make Sunsilk Shampoo; Sunsilk Hair Spray; Harmony, Melody and Sea Witch
Hair Colours; Pin-Up and Twink Home Perms; and new Shine Conditioner.

(Special money-back offer)

HOME PERMS

Practical advice to sellers and users

THE sale of home perms, more than that of any other hair preparation, is governed by hairstyle fashion, although of course there are regular sales to customers (many in the older age groups) who are less concerned with being in fashion than with having a neat, easy-to-manage hairstyle. The Toni Co. have been particularly aware of that fashion implication and have been quick to introduce new types of home permanents suitable for the prevailing hairstyles, whether they were curly, wavy or just needing curve and body... but the fashion for long straight hair has meant that the sale of home permanents has been in decline since its heyday, some years back, when curls were very much "in."

Now, it seems, fashion has completed its cycle. Curls are back, and so are perms. Hairdresser Vidal Sassoon started the trend with his very short, boyish "Greek Goddess" curly style... Paris confirmed "curls" when model girls at the dress shows wore styles of bouncy ringlets, reminiscent of Shirley Temple.

Those curly styles are right for the young look in fashion, and they have really caught on; not just in London and Paris, but all over the country. And although most of the young fashion-conscious girls who are adopting the new look need a home perm to give their straight hair lasting curl, they've almost certainly never used a perm before, and haven't the first idea how to set about it, or how to choose the right kit from the large selection available. Many of your young salesgirls, too, will be new to perms and may find difficulty in answering some of the questions they are asked. Evelyn Douglas, of the Toni Co.'s advisory bureau, would like to help chemists' salesgirls and their customers, and the following is a short guide to home perm principles and procedure.

How a Home Perm Works

The more customers know about their home perm, the more successful their technique — and results — will

be. But it is important to stress to customers the importance of reading thoroughly, and following faithfully, the instructions leaflet.

What a Single Hair is Like

Each individual hair fibre has three parts: the cuticle — a hard, scaly, outside protective layer; the cortex, which contains the colour and forms the main body of the fibre; and finally the medulla or central core.

How the Fibre takes a Wave

From the point of view of permanent waving, the cortex is the most important factor, for it is that layer that reacts to waving lotions. In its natural condition, the cortex is rather straight and rigid; waving lotions soften it so that it responds to a curled position as it is wound during a perm. Once that effect has been achieved, the hair must be water-rinsed and neutralised. The action of the waving lotion is arrested, and the neutralising makes the hair firm once more, but in its new wavy shape.

Importance of Winding and Timing

The explanation here given of the permanent waving process is, of course, a simplified one. But it illustrates how vital it is to wind the hair carefully and accurately, and to follow exactly the timing directions given with one's kit.

TWO METHODS OF HOME PERMING

Basically, home perms fall into two categories. The first involves the use of a chemical neutralising agent, which neutralises the hair completely, while in the second the neutralising is effected by the oxygen in the air during a slow drying time. The two methods are known as the neutralising and self-neutralising processes respectively.

Which method of perming to choose is a matter of personal preference. Neutralised perms require more work, and involve the use of two different lotions, but the whole undertaking may

be completed within a period of about three hours. The self-neutralising processes are simpler, as they require the use of one lotion only. But, as the hair must dry slowly on the curlers, the full process takes six or seven hours to complete. (If preferred, the curlers may be left in overnight, while the hair is drying.)

Which Kit to Choose?

So many makes of home perm are available that it is sometimes difficult to make a correct choice — at any rate, for the first time, or when some special effect is required. Unfortunately, as each head of hair is individual, it is not easy to make hard-and-fast rules, but the following hints should make it easier to reach the right decision. When making recommendations to an inexperienced user, however, it is always best to err on the side of under-processing, for in such circumstances a re-perm may be given after a short interval, whereas over-processing can lead to frizzy results or hair damage, both of which are difficult to correct.

Hair Texture

The choice of a suitable perming lotion depends to a large extent on the texture of the hair. The colour, provided it is natural, has no bearing on the matter. For instance:

Fine limp hair is usually resistant to perming, and a fairly strong lotion will be required.

Medium or average textured hair requires a medium type of lotion.

Hair that is wiry, brittle or damaged should be permed with a mild lotion only.

Variations in Strength of Curl

Nearly all hair styles — except those which are very straight and sleek — look better and "hold" longer, if based on a perm. The old-fashioned idea that a perm gives only strong waves and curls is out of date. The results obtained from the use of a suit-



Dandruff?
recommend
SELSUN

often prescribed for seborrhoeic dermatitis

SELSUN is frequently prescribed by doctors ; you too can recommend it to a customer when asked for advice about a 'dandruff' problem. Even with the person who has 'tried everything' SELSUN will almost certainly effect control. SELSUN—(Selenium sulphide, 2½% suspension) supplied in 4, 2 & 1 fl. oz. plastic bottles with full instructions for use.



SELSUN® controls dandruff in 9 out of 10 cases

able strength of lotion may be adjusted, both by the amount of hair wound on each curler and by the size of the curler used. For example, if a person with hard-to-wave hair wishes to obtain a soft perm, she should choose one of the strong-perm kits, and should wind the hair in fairly large tresses on the largest of home-perm curlers.

Conversely, if a customer has medium hair and wishes for a strong curl, it is best to recommend a medium-strength lotion and tell her to wind normal tresses on a smaller size of curler. In addition to adjusting the curl strength of the perm through the type and size of curler used, and the amount of hair wound on each one, some home perms give alternative wave timings as a way of varying the results which can be obtained from the use of one strength of lotion. The number and size of curlers required for a perm will vary according to the type of result required and to the length and thickness of the hair concerned. As a rough guide, it is fair to say that, if curlers are used, the average head will require twenty-four to thirty for a whole-head perm but, if curlers are used, between thirty-four and forty-five will be needed, as they hold less hair.

Rollers for perming

Apart from the various sizes of plastic perm curlers, plastic setting rollers may be used for perming. That type of application can be highly successful provided a slight bend in the hair is required, with no real wave or curl movement. The normal type of home perm application, incorporating the use of plastic curlers, will last from between three to four months on average, depending on the rate of hair growth and the frequency of cutting. However, a roller type of perm is more temporary in its effects, and lasts only one to two months. Because of the rather temporary nature and the very soft results achieved by roller perming, the method is only suitable for casual and curl-free styles and for hair that responds readily to perming. For those with more difficult or resistant hair it is more satisfactory to have a medium strength of perm, and then to set on large rollers for casual styles.

Problems with Children's Hair

Most children have hair that is resistant to perming and, because of this, and contrary to the expectations of many people, it is usually necessary to use a strong perming lotion. For that reason, and because "baby fine" hair is so difficult to perm that the results often give disappointment, perming for young children is never to be recommended. Anxious parents should be recommended to delay perming at least until the hair has reached an adult type of growth. That is, of course, a very personal matter,

but I have found that mothers are often grateful for guidance on the point and for a tactful warning on the difficulties involved.

PERMING COLOUR-TREATED HAIR

In these days the term "colour-treatment" covers a multiplicity of products, but fortunately they do fall into several distinct categories. They need to be mentioned within the context of perming, for their use can have a great bearing on recommendations concerning the choice of perm kits and methods. At one time hair colourants as such could be broken down into four main categories: temporary, semi-permanent, permanent and bleaches. That breakdown, however, is no longer enough when associated with perms and their use after colouring. The following breakdown is more realistic with modern trends, and covers all the main types of colourants.

TEMPORARY RINSES: Temporary rinses are applied immediately following a shampoo and are purely temporary in their effect. They are removed completely by a further shampoo. Temporary rinses do not affect the structure of the hair and providing they are removed by a shampoo before a perm, they need not be taken into consideration so far as the choice of perm kit is concerned.

NON-OXIDATIVE COLOURS (true semi-permanents): Products of this nature consist of one cream or liquid used either as a shampoo, or following a shampoo, and are semi-permanent in that the colour effects obtained from their use last through several shampoos. They, too, have no effect upon the structure of the hair and any suitable strength of perming lotion may be chosen after their use.

OXIDATIVE COLOURS (true tints or dyes): The only basic factor that distinguishes oxidative colours from the semi-permanents is that they consist, in every instance, of two substances that have to be mixed together before the colour is applied. The two substances are a colourant and a developer. Some confusion arises within this group, for a number of colour products that are classed as semi-permanent in their effects — in other words they fade gradually from the hair — are oxidative, and as such will affect the hair as far as perming is concerned. In all situations in which products of that type have been used, only a perm kit designed for colour-treated hair should be used, and the full perm should not be completed until perm test curls have been carried out. Only by testing in that way can one judge whether the hair may be permmed successfully.

BLEACHES AND LIGHTENERS: It is not always understood by the

public that any product used to lighten the natural colour of the hair either contains a form of bleach or is a true bleach. From the perming point of view, products belonging to this category require the same precautions to be taken when perming as do the oxidative colours.

TIPS FOR SUCCESS WITH HOME PERMS

1. CUT OUT OLD PERM

Before you have a home perm, make sure that all the old perm has been cut from the hair. If this is not done, the hair ends get a double application and this may make them split and fuzzy.

2. CORRECT WINDING

So far as technique is concerned, you get the best results if the tresses are equal in size, so make sure that you divide the hair evenly and carefully.

3. FIRMLY DOES IT

The hair should be wound firmly but not tightly, and it should never be pulled or held at tension. When the curlers are fastened in place they should be comfortable. If they pull the hair or hold it too taut, damage can occur to both hair and scalp.

4. CORRECT NEUTRALISING

Neutralising, whether by a separate solution or by slow drying, is important. If it is not carried out thoroughly your perm will not last — in fact, it is the neutralising that makes the wave permanent.

5. BLEACHED AND DYED HAIR

If your hair has been bleached or dyed, it requires extra care and gentleness. Products of this type act on the structure of the hair, so that in some cases it may not be possible to have a successful perm. In any event, only a gentle perming lotion should be used and it is probably best to use the larger or "fatter" home-perm curlers, regardless of the hair texture. Before you perm you should always make test curls. These will show whether your hair can be waved and what the results are likely to be. If you are satisfied with the colour, feel and wave strength obtained from the test, you may go ahead with confidence.

6. FOLLOW THE INSTRUCTIONS

Always follow the directions in the home perm kit explicitly. This is most important. The methods and timing are the result of thorough research. This may lead to changes in directions from time to time, so read them carefully whenever you tackle a new perm.

The Toni Co., are delighted to give further advice on home hair styling, should salesgirls be faced with any complicated problem. Free advice is also available to the consumer. The address is: Evelyn Douglas, Toni Hair Beauty Service, 215 High Holborn, London, W.C.2 (HOLborn 6286).

FORMULA SIXTEEN Your formula for extra sales



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Wide markets for both products

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'THANK YOU' SAY HUNDREDS OF USERS !

Over the years Beautisales have received hundreds of letters acclaiming the effectiveness of Gill's Shampoo—the original and still the most efficient medicated shampoo for the certain removal of even the most stubborn forms of dandruff. It brings complete relief from scalp irritation and leaves the hair glossy, soft and supple. Here's a shampoo that fulfils its promise, with delighted users—and a constant increase in demands. You can recommend it with complete confidence.

Gill's DANDRUFF REMOVER Medicated SHAMPOO

Prices: Bottles 3/2d. (Inc. P.T.)—trade 21/- per dozen. Family size 6/9d. (Inc. P.T.)—Trade 46/- per dozen. Sachets 10d. (Inc. P.T.)—trade 5/6d. per dozen, minimum order 3 dozen in attractive counter display carton. All trade prices plus Purchase Tax.

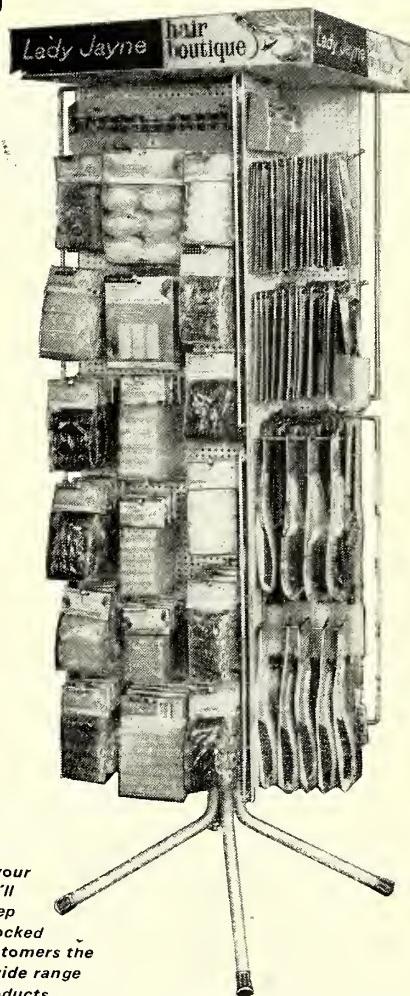
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NOW! Top Selling Hair Aids by *Lady Jayne*

ON THIS TOP SELLING DISPLAY STAND



Refills are readily obtainable from your Wholesaler—you'll find it pays to keep the stand well stocked and give your customers the advantage of a wide range of Lady Jayne products.

STAND No. 1000/21 Floor Stand

2 sq. ft. of floor space is all you need to start selling. The stand revolves to show all 40 items clearly. Cost to you the Retailer, including 27½% Purchase Tax: £46.9.0d. Retail Price: £68.10.2d.

LAUGHTON

Designed and manufactured by
LAUGHTON & SONS LTD, Warstock Rd, Birmingham 14

We're giving it away!

FREE TALC

with Vaseline Lemon Shampoo!



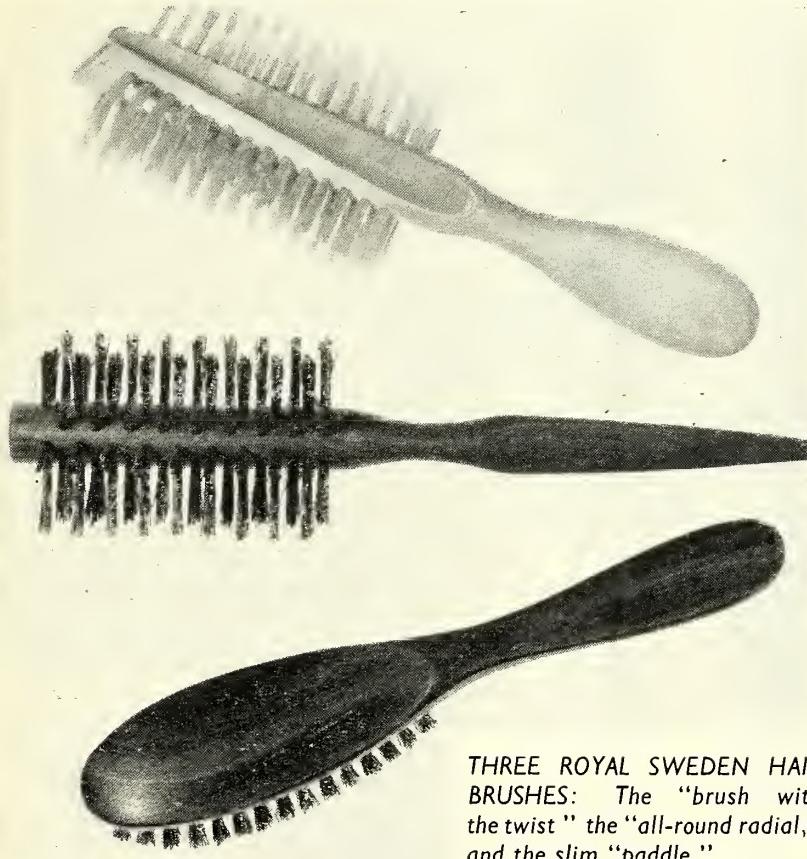
It's a winner of an offer!
Sales trebled with the same promotion
last year. So ready, steady, go . . .

Cash in now - on all medium bottles!

PRODUCTS FOR HAIR CARE

In Polished Wood

FEW can resist the attraction of smooth polished wood, argue the makers of Royal Sweden brushes, who have produced a range that includes brush handles of pale birch, tawny elm, warm rosewood and the rich South African muteyn, to name but a few. The brushes incorporate pure bristles or mixtures. Three examples are illustrated—the "brush with the twist," the "all-round radial" and the slim "paddle." Distributors are Jackel & Co., Ltd., Kitty Brewster Estate, Blyth, Northumberland.



THREE ROYAL SWEDEN HAIR BRUSHES: The "brush with the twist" the "all-round radial," and the slim "paddle."

On Trial

A NEW gel hairdressing, Skyline, produced by Beecham Toiletry Division, Great West Road, Brentford, Middle-



sex, is understood to be gaining ground fast in the Southern television area, where it is currently being test-marketed.

Rerepackaged

BRISTOW'S Star aerosol hairspray, claimed the first to include lanolin as a hair-caring ingredient has been repackaged as shown. The two-colour containers are dominantly cerise pink for Normal Hold, turquoise blue for Firm Hold, both strengths available in Queen (192 gm.) and Princess (120 gm.) sizes. A special counter-top display-stand, printed in black on a gold, with silk-textured background, is designed to hold two packs of the spray. Introduction of the new packaging is supported by advertising in a range of women's

turers are Beecham Toiletry Division, Great West Road, Brentford.

Spray with Conditioners

NOW added to the Poly series of the Lambert Chemical Co., Ltd., Eastleigh, Hants, is a hairspray, Poly "Spray Silk." The product is described



as containing conditioners to help prevent dullness and dryness plus a special ingredient to help retain hair styles even in damp weather.

A Range of Hair Sprays

A NEW range of hair sprays featuring a non-sticky hair conditioner is now being distributed to retailers on behalf of Richard Henry, London & Rome, Ltd., by Cooper, McDougall & Robertson, Ltd., Berkhamsted, Herts. The sprays, one for normal and one for "hard-to-hold" hair, plus a lustre spray for hair that is "lifeless and

publications with a combined circulation of four million copies. Manufactur-



ROLL UP! ROLL UP!



for grandstand
sales of Devon
comfy
hair beauty lines!

This new great Devon Comfy revolving display stand can give you a free ring-side seat to the biggest show of customers you've seen! The 'Model 67' stand takes up only 20 inches of floor space and, loaded with its 67 fast-moving items, it really packs 'em in. And the three other eye-catching displays of the Devon Comfy range — the largest range in the country — are a sell-out too! Counter-top model, floor-standing tripod model ... and the latest, 'Slimline' stand that carousells 47 items — all revolving for maximum sales in.... minimum space!

Roll up for big, top sales now with Devon Comfy displays ... they're free to Devon Comfy stockists, and every woman loves them!

Go to town with
Devon Comfy
hair beauty products!

'Model 67' displays—
67 fast selling lines in 20 inches of floor space!

DEVON
comfy

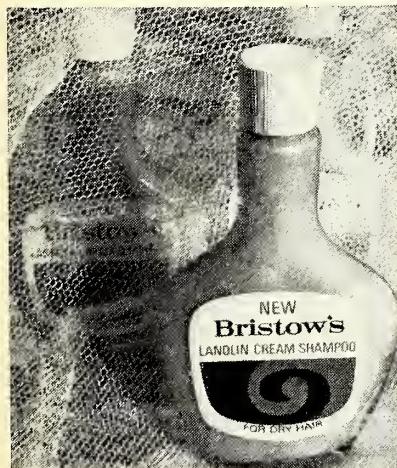
Write for details to:

Devon Hair Aids Ltd., Cradock
Road, Luton, Bedfordshire.
Telephone: LUTON 53471/2

dull," have been developed from experience obtained in the nation-wide chain of Richard Henry hairdressing salons. They are in bright colours calculated to appeal to the teenager and young adult woman. A feature of the container is its transparent plastic tamper-proof seal, which guarantees an unused can to the purchaser. Richard Henry, London & Rome, Ltd., is part of Finlay & Co., Ltd., a subsidiary of the Imperial Tobacco Company (of Great Britain and Ireland), Ltd. The products are formulated so as to stop flaking and prevent the hair from becoming brittle. They include a conditioner less greasy than lanolin but having the same ability to soften the hair and add lustre. The perfume in the spray has been chosen so as to be compatible with any other skin perfume the user may be wearing.

Successful Launch

THE recently repackaged Bristow's lanolin cream shampoo, claimed the biggest-selling cream shampoo on the



market, recently given a "modern but feminine" label in orange and deep red, has proved to have a strong visual appeal on shop shelves, resulting in "high consumer off-take." Makers are Beecham Toiletry Division, Great West Road, Brentford, Middlesex.

Protein Preparations

BELIEVING the teenager is looking for preparations that give the hair some body and elasticity, Nutress Laboratories, Ltd. (distributors Jackel & Co., Ltd., Kitty Brewster Estate, Blyth,

Northumberland) have developed three protein products of that kind. The first, a protein shampoo, is said to leave the hair healthier and ready for thorough conditioning with "Living Hair" protein conditioner. The conditioner, massaged into the hair immediately after washing, prevents dryness, brittleness and dullness and conditions the hair ready for styling with Protein-set styling lotion spray. The spray contains organic protein, ensuring that the hair is given "body and manageability" without lacquer, plastics, or gum resins. Each of the preparations is claimed to complement the others, enabling the chemist to offer a unique three-fold protein treatment for the hair.

"In Any Odd Ten Minutes"

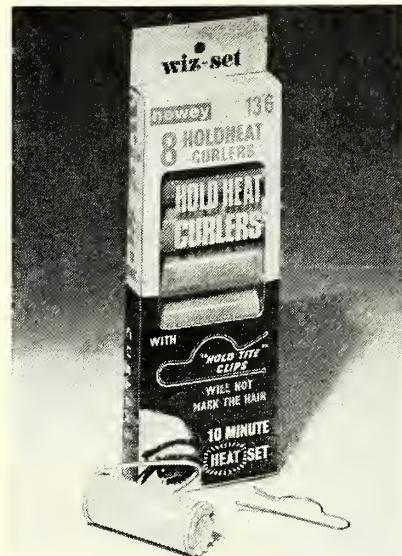
LAUGHTON & Sons, Ltd., Warstock Road, Birmingham, 14, claim that Lady Jane quick set curlers overcome



"the age-old problem of sleeping in curlers." The hair, they say, may be set "while you are having breakfast" or at "any odd ten minutes." The rollers, heated by boiling in water, are of heat-retaining type. The method is said to be safe for children's hair as well as for adults, and the type of set—"loose medium or tight"—may be obtained by varying from five to fifteen minutes the length of time during which the rollers are left in the hair.

Of Improved Design

AFTER investigations to determine the most efficient form of fastening for their Wiz-Set heated hair rollers, Newey Goodman Ltd., Robin Hood Lane, Hall Green, Birmingham, 28, have put on the market an improved version, with grip fastenings that provide a firmer, more lasting hair set. The kit provides all the benefits of the electrically heated rollers at a fraction of the cost. The rollers, made of wax-filled polypropylene tube, have teeth, bands, and the specially designed clips to ensure a firm grip on the hair. The rollers are heated by immersing



them for fifteen minutes in boiling water, and draining off the water. The rollers are then immediately ready for the setting operation, and cool enough to handle despite the fact that the wax retains enough heat to guarantee a strong set in as little as ten minutes.

Normal and Firm "Holds"

THE lightly perfumed, high quality Silvikrin hairspray in aerosol container in full colour is available in normal and "firm hold" strengths. It is the subject of a network television adver-



tising campaign designed to reach 18½ million women, each of whom can see the Silvikrin hairspray commercial up to four times per month. Makers are Beecham Toiletry Division.

Medicated and with Lemon

DESCRIBED as the only medicated shampoo with lemon, new "Lemon Loxene" of F. W. Hampshire & Co., Ltd., Sunnydale, Derby, is claimed to control the greasiest hair. It is available in sachet and bottle.



Headliner headlines from Raywarp!



Raywarp have done it again—injecting even more colour—even more zing into Britain's best-selling range of fashion notions. There are fabulous new display aids, new packs (including acetate gift packs for those who want to pay a little extra for that special occasion) and a sweeping new range, wide enough to catch the eye of every woman to come near your counter.

Now they can open up the pack, admire the 'liner and snap it up! A great way of doing Headliner business.

Raywarp
Headliners

(wouldn't you know they
wouldn't stand still)

Raywarp Textiles Limited,
Alfred Street North, Nottingham